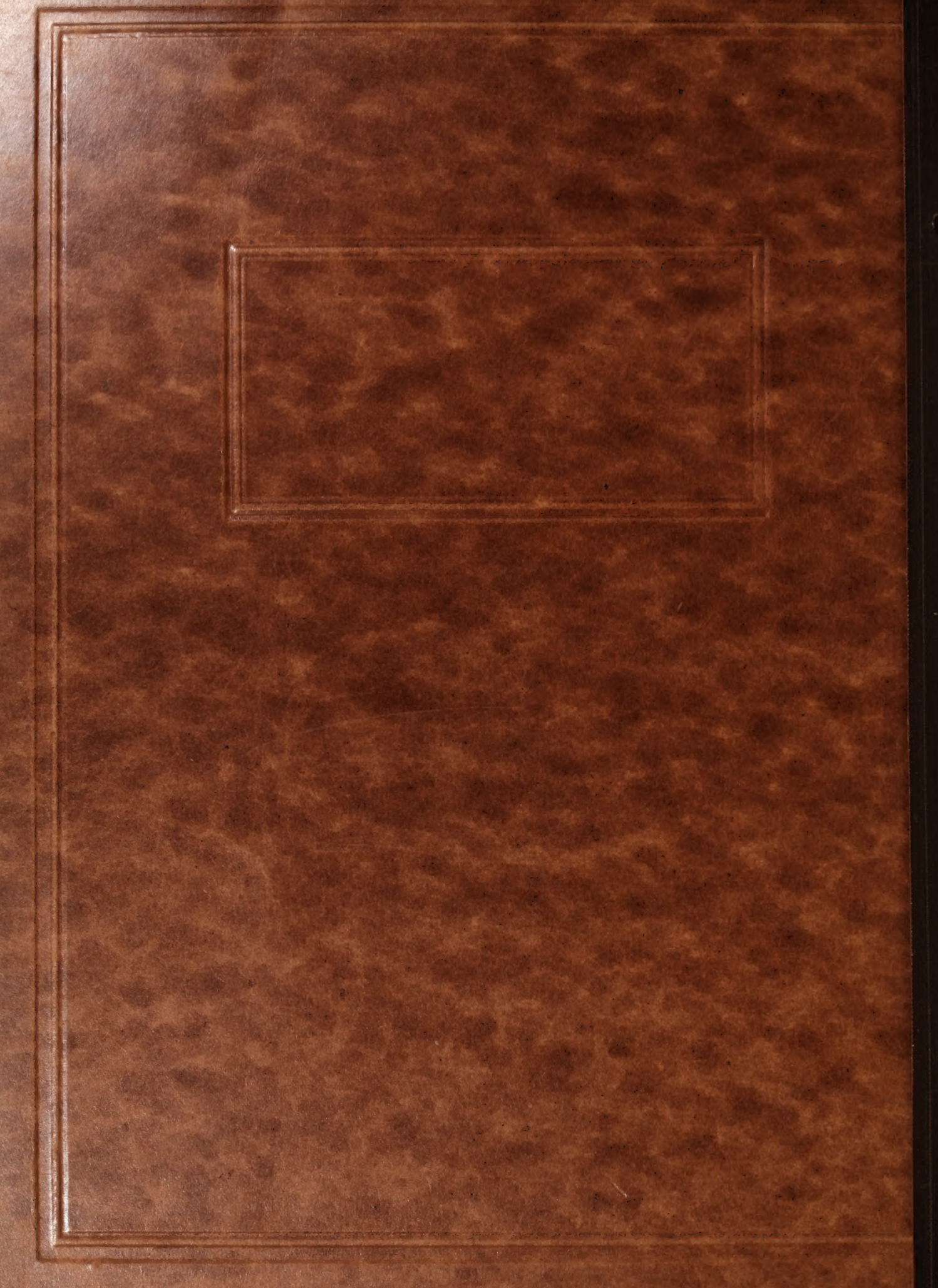


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BOSTON UNIVERSITY

GRADUATE SCHOOL

Thesis

A HISTORY OF SALEM'S TRADE WITH THE ORIENT

by

Alice Mae L. Patterson

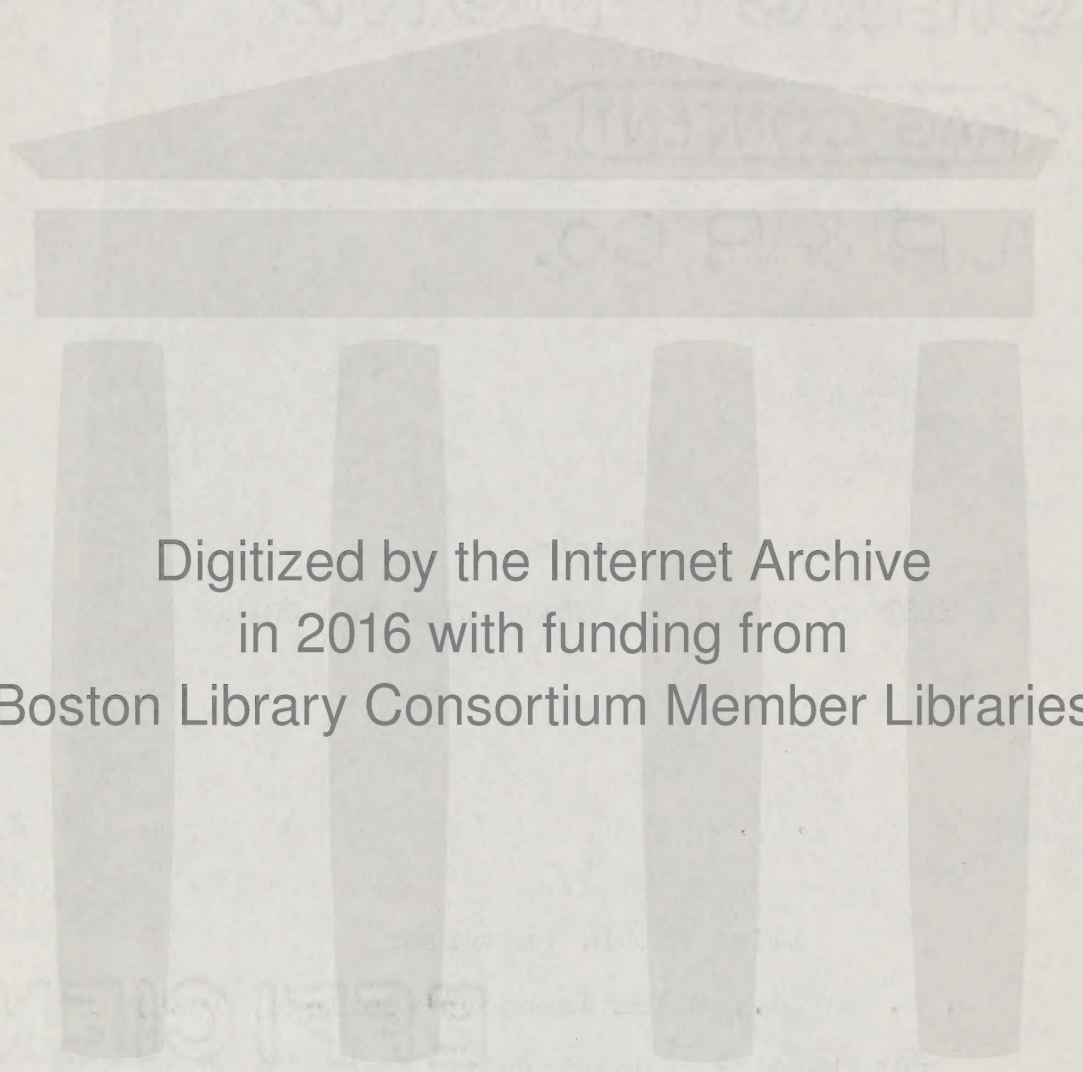
(B. S. in Ed., Salem Teachers' College, 1938)

submitted in partial fulfilment of the

requirements for the degree of

Master of Arts

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INTRODUCTION

During the period between 1785 and 1865, probably no town contributed so much to the commercial and social preëminence of this country and won so many high honors upon the high seas as did Salem, in Massachusetts.

Salem is one of the historic treasure-houses of New England. Her docks and wharves received crude wealth in fish and ships' supplies; and after many turnovers of cargo, there flowed all the exotic treasures of the Indies and China. Here, also, in old landmarks, is stored the romance of the swift clipper ships. Her seamen traversed every ocean and glorified the name of Salem by their deeds of daring and heroism.

This romantic and exciting period of Salem's history--that of the early trade with the Orient--was carried on during the years following the Revolution to the Civil War. Privateering, the discovery of many islands, the broadening of horizons, the knowledge of new ways of life--all these spurred on the Salem shipbuilding and trading with the East.

The keen interest of the merchants and the sea-captains, the first in the United States to open trade with Japan, India, and the many islands of the South Pacific, made Salem the most important commercial city that she was. These merchants and sea-captains kept such detailed records and sea-journals, and they have been so carefully preserved, that one can, today, relive this period. Also, one can see the curiosities which

I

ECONOMIC BACKGROUND

Settlement at Naumkeag

In the early seventeenth century in England, a group of London merchants ambitious to become as successful as the British East India Company, were willing to finance the founding of new colonies in America, upon the condition that the colonists agree to found a fishing and trading town.* By this agreement, the merchants could secure a supply of timber for England, so badly needed at the time to build her ships. In addition, they could secure furs, fish, and salt.

There were at this time groups of people who were called the Separatists and Puritans. The first group had separated from the Church because of its excessive worldliness; the second group believed that the Church could be purified. Both groups were eager to accept the conditions of the London merchants, and thereby begin life anew in America. It is with these Puritans as they founded a new home in America that this history begins.

In 1622, Roger Conant, a Puritan from England, joined a company at Cape Ann, where the colonists had attempted to establish a fishing and trading colony. It was not successful, so the group moved on until they found the site at Naumkeag in 1626.

*Faulkner, Harold Underwood and Kepner, Tyler. America--Its History and People. New York and London: Harper & Brothers Publishers, 1942. p. 20

Here was abundant fish, and food for the hunting in the woods just back of the shore. The land was such that it could be easily cleared, and shelters were soon constructed.*

Many well-to-do Londoners and influential Puritans joined the colony, and with them came Captain John Endicott to be the new leader. There were many factions between Conant's group and Endicott's group, but finally they became reconciled, and so celebrated by changing the name of "Naumkeag" to "Salem."** The name "Salem" means peace.

Life of the Early Colonists

And so the little town of Salem flourished. Every boat brought new settlers. The colonists sent back to the Company shiploads of fish, timber, sturgeon, sumac, and beaver in return for the many articles they needed.

With these new settlers, the industries of the colonists increased.

Agriculture

Indian corn, maize, was the chief product. It had many advantages as a crop for pioneers, for beans and pumpkins could be planted in the same ground at the same time. The corn matured first, and then when that crop was in the cornstalk, it still served as a pole for the beans, and the pumpkin vines spread among the hills of corn. Later on, other vegetables were

*Winwar, Frances (Mrs. Frances Grebanier.) Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 7

**Ibid., p.14

grown. The harvesting of the crops became an occasion which almost became a festival.

Animal Industries

Domestic animals--sheep, goats, cattle, swine, and horses--and forage were imported from Europe. Each settler, protected his growing crops from the livestock by fencing all his fields. They pastured their livestock in one common field, which soon became known as the "common." Every farmer raised swine, and salt pork became an important export. Because the land was so rocky and uneven, it became necessary to have the oxen and horses shod. This made a steady occupation for the blacksmiths.

Lumbering

The forests in Salem provided the colonists with their homes, furniture, and utensils. It provided timber for export. The pine trees were so straight and tall that they provided the masts. As the trade increased in later days, these same forests provided the lumber for the staves which were sent to the West Indies.*

Fishing

In the pleasant months of the year, fishing was the chief occupation. There was such a great abundance of fish along the coast--cod, mackerel, and halibut--that there was enough for their own use and for export. Farther south, the fish were not as plentiful, and the trees much shorter, but the soil was better

*Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers Publishers, 1928. p. 80

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General Introduction

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for agriculture. North and South thus complemented each other. The absence of roads ashore, demanded the use of water transportation; therefore, shipbuilding became necessary for this intercolonial commerce. From this time on, shipbuilding and fishing went together.

Shipbuilding

When snow and fog of winter discouraged fishing, the men turned to the nearby forests. The pine trees furnished the masts, and the oak trees provided the frames for their ships.

In 1629, six shipwrights were sent to Salem by the Governor. They brought with them a supply of pitch, tar, cordage, and sailcloth. They built a number of fishing boats for immediate use. So fishing, lumbering, and shipbuilding went together. Such was the beginning of Salem's commerce on the sea.

Fishing and shipbuilding comprised men of different trades. Each put in his kind of work; and when the fishing season came round, each went on the cruise as one of the crew, and had his share of the catch. From fishing off the coast, they soon went further out to sea. The first ships went to the Grand Banks for deep-sea fishing in 1645. The increasing hauls of fish were salted and shipped to markets. The best went to Spain and Portugal; the medium grade was sent to the Canary Islands and Madeira Island; and the poorest grade was sent to the Barbadoes and other islands of the West Indies for the slaves.*

*Ibid., p. 88

Codfish promoted commerce--it showed the colonists the advantages of exchange of goods. It also created a demand for ships with which to have this exchange.

Most of the shipbuilding was done at the broad bay of the South River, and was called "Knocker's Hole"* from the constant hammering of the shipbuilders. Wharves were built on the bank of the same river, and warehouses became the busy places of the town. Sometimes, the ships were built in the woods, a mile or two from the shore, and then, propped up on a wheeled cradle, they would be hauled to the beach by several yoke of oxen. It was, apparently, easier to haul the finished ship than the individual timbers.

Other Industries

There were other industries in the town, among them, the making of glass. It supplied windows for their homes, bottles for holding liquids, and beads for exchange with the Indians. The Indians, especially, liked these glass trinkets, and they were used for the fur trade.

Salt was very necessary for the fish trade, and at first it was imported from England. In Salem, the salt was produced by solar evaporation of the water from the ocean, which ran into large shallow pans, and left there until it evaporated, and left the layer of salt on the pan.

* Winwar, Frances (Mrs. Frances Grebanier.) Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 132, 133.

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Other Industries

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All members of the family got together in the making of cloth. Father and the older boys operated the cumbersome hand loom; grandmother carded the wool, or drew out the flax into long even yarn; while mother attended the spinning wheel, the children helped to mix dyes. The colonists utilized everything possible for dyes that was nearby. Madder plants gave a red dye; pokeberry juice, crimson; sassafras, orange; the bark of hickory and the oak, brown; logwood, blue; goldenrod, green; and the iris, purple.

Tallow candles provided the illumination at this time. To make them, half a dozen pieces of cotton wicking were draped over a short stick. Then, by means of a couple of old rake handles placed on chairs, a number of these sticks were suspended over a large kettle, full of melted tallow, which had been secured from the animals. Over and over again, the wicks were dipped in the tallow until they reached the desired size. In later years, tallow candles became an important export.

From such a beginning, the town of Salem developed rapidly.

Effect of the Trade of the West Indies on Shipbuilding

Ships

The growing trade with the West Indies had three very definite effects on the colonists at Salem. First, this trade demanded bigger and better vessels. Because of their superiority, these vessels so attracted the attention of the English shipmasters, that the Salem shipbuilders received many orders for the vessels for England. Here in Salem, a vessel could be

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from the time of its first settlement

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built of superior oak for \$24 a ton, whereas nowhere in England or Europe could one be built for less than \$50 to \$60 a ton.* From then on, the shipwrights were always busy.

Markets

Another effect of this trade was the extension of the markets. When, because of conditions, the markets did not supply a return cargo in the West Indies, the American skipper slipped over to the French or Spanish islands. These cruises eventually put the American shipmasters in touch with the Old World French and Spanish ports. Codfish found its way direct to Spain as early as 1700, and exchanged for wine, cloth, and manufactured goods.

Seamen

A third effect was noticeable in the way in which the boys and men of Salem showed their keen interest in sailing. It was in vast contrast to the monopoly system of the English chartered companies. In Salem, they worked to sail; in England, men had to be compelled to ship. The eighteen-year-old skipper in Salem would sail for a few years, then he could become a merchant and an owner of fine ships. There was no company procedure to retard his progress. His remuneration as skipper permitted him to have a share in the new ships. If things went well, he could buy out his partners and leave the quarter-deck for the counting-house in a very short time.

*Day, Clive. A History of Commerce. New York: Longmans, Green, and Company. 1922, p. 495

Trade during the Revolution

Dangers to Shipping

As the Salem ships adventured further from home, they met many dangers. Turkish pirate ships seized their cargoes, and French privateers and frigates laid hold of anything which flew the English colors.

France and England had been rivals for supremacy ever since the first settlements had been made in America, and wars had caused many clashes with the enemy on land and sea.* Since commerce was such a risky business, they took excuse of war to mount cannon on their vessels and thereby converted them into privateers.

Colonists Resent British Interference

By the various navigation acts, England had interfered with the colonists' commerce. Salem resented these measures, and showed their feeling by retaliating to familiar acts --the Stamp Act, Boston Tea Party, and the Closing of the Port of Boston. This last act placed business at a standstill. In Boston Harbor, ships lay idle and sails limp. So, Salem, in an effort to help Boston, sent money and supplies and offered her wharves and stores.

These and other incidents brought on the Revolutionary War. The British forbade the colonists to export fish and also forbade them to fish off Newfoundland. To carry on their fish

*Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers Publishers, 1928. p. 104

English Literature

Chapter 1. The English Language

The English language is a member of the Indo-European family of languages. It is a Germanic language, and its closest relatives are the Dutch, German, and Scandinavian languages. The English language has a long and rich history, and it has been shaped by a variety of factors, including the influence of other languages, the development of new words, and the changing social and cultural context. The English language is a living language, and it is constantly evolving. It is a language that is used by millions of people around the world, and it is a language that is full of life and energy.

The English Language in the Middle Ages

The English language in the Middle Ages was a very different language from the English language of today. It was a language that was spoken by a small number of people, and it was a language that was very different from the English language of today. The English language in the Middle Ages was a language that was full of life and energy, and it was a language that was constantly evolving. It was a language that was shaped by a variety of factors, including the influence of other languages, the development of new words, and the changing social and cultural context. The English language in the Middle Ages was a language that was full of life and energy, and it was a language that was constantly evolving.

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trade, the colonists authorized the merchantmen to arm and fight. These men were called "privateers."

Privateers

Privateering contracts* offered great promises. Officers and seamen were entitled to get one half of the prizes captured by the ship after the costs were defrayed. Also, the one who sighted a sail that was later captured, received a reward of five hundred dollars over his share of the booty. The courageous sailor who first boarded the enemy vessel was given a thousand dollars. So, the prospects were very alluring.

During the Revolution, Salem was one of the few ports not closed by war and it equipped one hundred fifty-eight ships to privateers. More than half of them belonged to Captain Elias Hasket Derby. Salem had captured four hundred and forty-five prizes; fifty-four of her privateers and letter or marque ships fell into the hands of the enemy.**

From such a background, Salem entered into her great era of maritime glory.

*Winwar, Frances (Mrs. Frances Grebanier.) Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 177.

**Ibid., p. 177

II

TRADE WITH CHINA

Reasons for venture to the East

After the close of the Revolution, the merchants of Massachusetts found themselves with many large ships, which had been created by the needs of war into privateers, and letters of marque, and a restless group of mariners, idle at the wharves. Privateering was now illegal, Britain's ports were closed to the now independent United States, and her colonies were barred to American trade. They could no longer carry American products to Spain or Africa, bring back slaves to the West Indies, and from there, import rum, sugar, and molasses.

New ports had to be discovered, and new trade routes developed to replace those on which the colonists had been so long dependent. Such was the challenge which sent the Salem seamen on the long voyages to the Far East. These seamen had no charts or nautical instructions to guide them in their new adventure; nevertheless, they did find their way through the Indian Ocean and up to the China coast.

In a few years, the Yankee seamen were not only trading with China, but they had established trading connections with Mauritius, Batavia, Calcutta, and Bombay.

The commerce with the East really followed the fortunes of trade. Rounding the Cape of Good Hope, they would try to dispose of their cargo at Mauritius. From there, they would

take freight to Canton for the French merchants of that island, or, they might trade cotton at Bombay and Calcutta, pepper in Sumatra, or sugar and coffee at the Dutch port of Batavia. If they rounded Cape Horn, there was smuggling on the California coast, barter with the Northwest Indians, or trade wherever they could find it in the southern Pacific. The homeward voyage might be direct; it might have stops at European ports.

Early Voyages

Canton was the goal of the first voyage to the East. Canton was the world's great tea market. Tea was much in demand at this time, and it could be obtained only by paying duty, as the East India Company had the monopoly on the English trade at Canton. America had to rely on England for its tea, and after the close of the Revolution, the people very much resented paying this tax.

To exchange for tea, the Americans had one commodity very much in demand by China. Ginseng--a root believed by the Chinese to possess miraculous healing qualities and a "dose for immortality"--was very plentiful in New England. The merchants would pay the Indians trinkets and whiskey to search for this valuable root, and so acquired much of it to use as the medium by which to get tea.

For Spanish silver dollars, the Cantonese would also sell the finest silks.

The very first venture to Canton was by the Empress of

China* which sailed from New York, on February 22, 1784, with a cargo of ginseng, fur skins, cotton, lead, and pepper. On route, they stopped at Cape Verde Island, took on fresh water and supplies, and continued around the Cape of Good Hope and across the Indian Ocean to Java. Here they bought supplies. While there, the Americans found two French ships bound for Canton, so the three continued together until they reached the outport of Canton, Macao, where all foreign ships had to get permission to proceed to Canton. The Empress of China reached Canton in August, and joined the other ships from France, Holland, England, and Denmark. All the Europeans were very cordial, and the French initiated the Americans into the intricacies of the Canton trade. The Americans remained in Canton for four months and disposed of their cargo. They returned by way of the Cape of Good Hope with a cargo of black tea, green tea, nankeens, chinaware, silk, and cassia. She arrived in New York, May 11, 1785, having completed the first trip to China.

The success of the Empress of China quickened the energies and interests of American merchants to trade with the Far East. Here lay an entirely new field of commerce, and the Yankee merchants did not fear the monopoly of the long established East India Company.

*Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers Publishers, 1928. p. 185

Phillips, James Duncan. Spain and the Indies. Boston: Houghton Mifflin Company, 1907. p. 40

Grand Turk

When Salem found her great fleet lying almost idle, and when she learned of the discovery of the new Cantonese market, she quickly decided to use her ships for the new trade.

At Elias Hasket Derby's Wharf were vessels too costly and too proud to be used for just the ordinary coast-wise trade to the West Indies. So, he took the initiative to break into this new East India trade. He sent the first American ship to St. Petersburg and the Russian ports along the Baltic. Here, they received iron in bars, slit iron in great quantities, bales of hemp, cordage cables, duck, canvas, and bagging. All these articles made a good miscellaneous cargo for the other ships to take on their many voyages; the iron also provided good ballast.

More exciting than the Russian voyages for these ships was that of the Grand Turk* under the command of Captain Jonathan Ingersoll, as it made its first voyage from New England to China. On November 25, 1784, the Grand Turk sailed out of Salem Harbor, for the Cape of Good Hope with a cargo of rum, cheese, salt provisions, sugar, butter, and ginseng, and expected to exchange these for tea. But, as this was the first trip to the East, the captain did not know that he could not buy tea. However, during the stay at the Cape, the Empress of China arrived and gave the Captain valuable information of this eastern trade. He sold some of the cargo, and was planning to take

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 44

his rum to the Guinea coast, when a ship of the British East India Company came, and her captain agreed to take all of the cargo in exchange for teas, silks, and nankeens of equal value if the Grand Turk would deliver the rum at St. Helena. Captain Ingersoll agreed to do this, and then he proceeded to the West Indies, where he tried to sell his tea, but was unsuccessful. He did, however, secure a big cargo in the West Indies, in fact, so much that he put some of it on another ship from Salem which happened to be in the same port. He sent the Grand Turk back under command of another captain, and Captain Ingersoll took passage on the Atlantic, the ship which took the cargo.

A little later, the American merchants were advised by the ambassador at London to push their commerce to the East Indies as fast and as far as it would go, for our ships would be now welcome at Macao.*

In December 1785, the Grand Turk sailed for the Isle of France, or Mauritius, the first voyage beyond the Cape of Good Hope. She not only completed her destination, but continued on to China. By this voyage, Salem began her trade with China.** The cargo of this first voyage included miscellaneous articles: fish, rice, butter, flour, cheese, pork, beef, brandy, rum, beer, wine, earthenware, iron, and candles.

Weather conditions were difficult on this voyage, and the Captain tried to sell some of the cargo at Cape Town and the

*Ibid., p. 45

**Ibid., p. 46, 47

Isle of France, but the markets were poor. Finally, he did dispose of the cargo and got an offer to take some freight to Canton for the French merchants of the island. He succeeded in reaching Canton, the first ship from New England, and the third from America. With a return cargo, she started for the long voyage home, stopping at the Cape to get hides. The return cargo cost £23,218.*

It was a red-letter day for Salem, when on May 22, 1787, the Grand Turk returned from Canton. She had been gone seventeen months and nineteen days. When she sailed into port, the whole town was out to greet her. In her cargo were:

"240 Chests Bohea Tea, 175 $\frac{1}{2}$ Chests Bohea Tea, 2 Chests Hyson Tea, 5 Chests Souchong, 32 Chests Bohea Congo, 130 Chests Cassia, 10 Chests Cassia Bud, 75 Boxes Chin, Quantity hides from Cape, 10 Casks Wine, 1 Box Paper."**

On December 7, 1787, the Grand Turk sailed out of Salem Harbor on another voyage with a cargo worth twenty-eight thousand dollars.*** It included fish, beef and pork, cheese, rum, butter, sugar, flour, tobacco, and wine. This was disposed of at the Isle of France.

Elias Hasket Derby was stopping at the Isle of France, and when he was offered \$13,000 for the Grand Turk, he sold it.**** He used the money to buy two other vessels with which

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton & Mifflin, 1930. pp. 44, 45

**Phillips, James Duncan. Salem and the Indies. Boston: Houghton & Mifflin, 1947. P. 48

***Ibid., p. 50

****Ibid., p. 50

he continued the trade with India. This is the last we hear of the Grand Turk in connection with Salem.

Astrea

So successful was the Grand Turk on its first voyage to Canton, that Elias Hasket Derby sent another ship to China. The Astrea* commanded by Captain James Magee and Thomas Perkins as supercargo, sailed in 1789. Much time was spent in assembling the cargo for this voyage. Iron, duck, and hemp had been brought from the Baltic; wine and lead from France, Spain, and Madeira; rum from the West Indies; flour and tobacco from New York and Philadelphia.** Many private adventures were a part of the cargo, also, including fish, silver dollars, ginseng, wine, beer, spermaceti candles, and beef.

Mr. Derby gave very definite instructions regarding this second voyage. They were to stop at Batavia and there pick up sugar, coffee, saltpeter, nutmeg, and pepper--the sugar to be used as a floor for the tea they were to purchase at Canton, and the pepper to be stowed in the far peak where it would not injure the tea. For himself, he wanted some ginger and fifteen to twenty pounds in curiosities, and chinaware.

When the Astrea reached Canton, there were four other of Derby's vessels among the other vessels in port. They were the Three Sisters, Light Horse, and Atlantic. The Canton market

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. pp. 53-57

**Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem. Salem: Essex Institute, 1879. p. 131

had been so glutted with New England products, that Derby's representatives sold two ships, the Three Sisters and Atlantic, to be able to buy sufficient cargo to lade the other two. The Astrea's cargo sold for twenty thousand dollars less than the original cost. Nevertheless, they loaded 728,871 pounds of tea, and silks, chinaware, and nankeens for the Astrea to pay a duty of \$27,109.18 and the Light Horse to pay \$16,312.98, when they arrived at Salem.*

When Captain Magee and Mr. Perkins arrived and showed their returns, the following items were recorded:

"65 chest of Hyson, 35 chests of Bohea, 10 $\frac{1}{2}$ chests of Bohea, 3 boxes of chinaware, 15 cases of nankeens, and 1 case of silk.

"10 boxes of merchandise, 6 bundles of window-frames, 2 bundles of floor mats, 7 boxes of images, 6 boxes of pictures, 2 lacquerware tea-sets, 4 small boxes, 2 small bundles of hair, 1 small box of sundries, 2 ivory boxes paper hangings, 4 tubs of sugar candy, 1 box ribbons, and 'one bagg farmerie.'**

The women were particularly delighted to be able to get these Chinese luxuries: lacquer tea-sets, Chinese scrolls, China dishes, when one of Derby's ships returned from these long voyages.

*Ibid., p. 131-138

**Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin, Company, 1947. pp. 46,47.

Way-Stations on Route to China

The Northwest Coast

As trade with China continued and increased, there was a great search for new products with which to exchange for the tea and silk so much in demand here. Ginseng was becoming scarce, and the Chinese mandarins were very exacting in their trading.

The rich fur of the sea-otter, found along the Northwestern coast of Oregon, Washington, and British Columbia, was in great demand in China. The Indians would sell the skins for a few trinkets.

Captain James Cook* an English explorer, was the one who discovered that the sea-otter fur was valuable to the Chinese. He had bartered with the Indians for some of the glossy skins for his own use. Many of the skins spoiled on the way home, but when the ship reached Canton, the Chinese merchants were so delighted with the skins, that they gave him ten thousand dollars for the few skins he had left.

When it became known that this fur was so valuable, a vigorous barter was carried on with the savage and treacherous Indian tribes. This trade helped our claim to that territory in later disputes with Canada, but the important thing was that the fur became the exchange product for tea and silk--it was the Chinese cargo.

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. pp. 51-55.

Six Boston merchants became much interested in this fur trade, and raised fifty thousand dollars to fit out the ship Columbia.* With a cargo of iron tools, and such trinkets as buttons, beads, jews'-harps, earrings, and snuff boxes, she started off for the Northwest, on September 30, 1787, around Cape Horn, the first American vessel to attempt the dangerous passage. The vessel encountered very bad weather, snow and ice storms; they had to take shelter in a cove along the coast until spring; they had a dangerous escape from the Indians.

In the spring, they began to barter for furs. The Indians of Oregon** were very glad to swap a sea-otter skin for six or eight pieces of iron, a blanket, or a looking-glass; six furs for a musket; and at one time, two hundred skins for two hundred chisels. This last quantity proved to be worth more than six thousand dollars.

The Columbia's first venture was not as successful as hoped as far as profits in money, but it did inspire other merchants to follow its lead, and many vessels soon were on its trail. The second voyage netted \$90,000 at Canton.***

Captain Richard Cleveland**** was the first to venture from Salem to the Northwest coast for fur trading with the Indians. He was becalmed and suddenly found his vessel surrounded by Indians in canoes, with some five hundred savages

*Ibid., p. 53

**Ibid., p. 53

***Ibid., p. 54

****Ibid., p. 59, 60

armed to the teeth with muskets, spears, and daggers. He had very little protection, but his men stood ready to fight if necessary. A wind came up in the night, and he was successful in getting his ship under way just in time, to escape an Indian attack. Another time, he had a very dangerous experience when his boat struck a reef, the tide went out, and left them up against the rocks at an angle of forty-five degrees. The crew, unable to stand upright on deck, watched fearfully for the approach of any Indians. At last, the tide came in, and their rich cargo of furs was safe. Such were the experiences encountered along the rugged and dangerous Northwest coast!

A three-cornered trade developed from these fur skins, and became very exciting and profitable in spite of the many dangerous hazards. When a ten-cent Yankee notion would secure a two-dollar skin, and in turn secure a five-dollar box of tea, the Eastern trade grew sensationally, and soon exceeded that of the British, in spite of the long established position of the British East India Company. The profits were very large, and these shrewd Yankee captains became very wealthy at a very early age. Many merchants of the Far East believed Salem to be a separate country of fabulous wealth.

In 1789, more tea landed in Salem than any other year. Of fifteen American vessels in Canton* during the year, five came from Salem, and four belonged to Elias Hasket Derby. In 1801,

*Ibid., p. 29

these fifteen American ships carried to Canton eighteen thousand skins, worth more than a half a million dollars. The fur trade continued until 1834. At that time the furs became scarce, and the Indians charged such a high price that the trade no longer was profitable. The following figures show the importance of this fur trade:*

1790-1812	American traders	imported	12,000	skins	each	year
1812-1834	"	"	"	2,000	"	"

The Chinese were friendly with the "new people" as they called the Yankees. They liked their way of trading, and especially their merchandise of sea-otter skins, of which the mandarins never seemed to get enough.

*Ibid., pp. 63,64

Hawaii

On the route to Canton, many vessels stopped at Hawaii, especially, if they had been unsuccessful in getting a full cargo of sea-otter skins along the Northwestern coast.

Hawaii* was an ideal place to obtain fresh supplies of hogs, fowl, fruit, vegetables, sugar cane, and coconuts for themselves, and sandalwood to supplement their cargo of skins. The merchants at Canton were always ready to pay a high price for the fragrant sandalwood.

As with the natives of the Northwest, the islanders were ready to barter their fresh supplies for anything made of iron: knives, nails, hatchets, or firearms.

Trading conditions continued to be very friendly for a time. The War of 1812 interrupted the trade, and upon resuming it, the King of Hawaiians became very exacting and the iron utensils were no longer accepted for currency. They demanded American made schooners, European clothing, and the risks were too great to continue the trade. The character of the trade also changed, and Hawaii ceased to be a way-station for the China trade.

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. pp. 64-71

*Kinsey, Frances (Grebecker). Forting City - The Story of Salem. New York: Robert E. McBride Company, 1938. p. 138

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. pp. 64-100

Fiji Islands

Before long, the Yankees discovered another commodity, for which they found a ready market. The beche de mer,* or sea-cucumber--a slimy sea slug--was a tidbit of exquisite fare to the Chinese to use in their rich soups.

With the same shrewd economy that made the first settlement at Salem salt down their codfish for available markets, their descendants put the Fiji Islander to work gathering sea-cucumbers. All that was necessary to interest the natives to gather this valuable cargo was an assortment of trinkets, and iron tools, glass bottles, calico, needles, nails, looking-glasses, hatchets, and knives made at the ship's forges.**

To prepare these delicacies, the beche de mer, they were boiled and cured in special huts on the shores, then dried, and finally stowed away in matting bags. They were then ready to take to Canton. For this commodity the Cantonese merchants paid the Yankees \$30,000,000 a year. Until the middle of the nineteenth century, half a dozen vessels had the monopoly on this strange fruit of the sea.

When conditions were favorable, this trade with the Fijis was highly profitable. But, like the Northwest trade, and the

*Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1938. p. 188

**Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. pp. 94-100

Hawaiian trade, there were many dangers confronting the seamen. Coral reefs and shoals were uncharted; the natives were cannibals, and therefore, not always friendly; and wrecks were not uncommon, during these years from 1800 to 1827. One Salem ship, the Glide, had been wrecked, but her crew was saved.*

*Ibid., p. 100

Captain Carnes, shortly, returned to Salem to tell his wonderful news about the pepper to one of the enterprising merchants, Mr. Jonathan Peabody, a wealthy ship-owner. He, too, became very enthusiastic with the great news. He immediately fitted out a first schooner, which he had built from particular specifications, and sent Captain Carnes back in command of her.

The new schooner, the Rajah, left port in November 3, 1798, the destination unknown except to the Captain and the crew. The cargo was, among other things, two pipes of brandy, fifty-eight cases of gin, twelve tons of iron, two hogsheads of tobacco, and two boxes of saltpetre.

Nothing was heard of the vessel for eighteen months. Then, one bright summer morning, the Rajah triumphantly sailed up to the wharf, every available inch of the ship covered with pepper.

*Phillips, James Russell: Salem and the Indies. Boston: Houghton Mifflin Company, 1897. pp. 94, 95.

Sumatra
and
The Pepper Trade

One of the most interesting and mysterious voyages of the Salem sea-captains to the East was that of Jonathan Carnes.

In 1788, just two years after the Grand Turk's voyage to the Canton market, the brig Cadet commanded by Captain Jonathan Carnes of Salem, arrived in Boston with a cargo of pepper, cassia, cinnamon, camphor, and gold dust. There was very little recorded about this voyage and cargo.

Captain Carnes, shortly, returned to Salem to tell his wonderful news about the pepper to one of the enterprising merchants, Mr. Jonathan Peele, a wealthy ship-owner. He, too, became very enthusiastic with the great news. He immediately fitted out a fast schooner, which he had built from particular specifications, and sent Captain Carnes back in command of her.

The new schooner, the Rajah, left port in November 3, 1795, the destination unknown except to the Captain and the crew. The cargo was, among other things, two pipes of brandy, fifty-eight cases of gin, twelve tons of iron, two hogsheads of tobacco, and two boxes of salmon.*

Nothing was heard of the vessel for eighteen months. Then, one bright summer morning, the Rajah triumphantly sailed up to the wharf, every available inch of the ship crammed with pepper.

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. pp. 94,95.

Never had Salem seen such a quantity of pepper. Pepper in the hold, on deck, in the cabin--pepper that was worth almost its weight in gold! After the cargo had been disposed of, he realized a profit of seven hundred percent.

Now the secret was revealed: Captain Carnes happened to call at a port on the south side of the Island of Sumatra.* He heard that pepper grew wild on the north coast of that island, and that it could be gathered by any visitor; also, it could be obtained very cheaply and without paying profit to the Dutch merchants at Batavia. He, therefore, hurried home to get a new fast ship--spices require fast ships because the strength of the spice weakens if a long time is taken for delivery. He secured the new schooner and sailed directly for Sumatra. He found his way at once to the pepper fields, where with his crew he worked for many long days to secure a full cargo of the spice.

In July 1798, Carnes went again to Sumatra and returned in October 1799 with 158,544 pounds of pepper and paid a duty of \$9,522.83; once more in 1801, he brought back 149,776 pounds.**

Of course, this secret of the Spice Islands could not long be hidden, and rival vessels tracked Carnes on his next voyage.

For the next few years, Salem became the pepper mart of the world, having the monopoly of the trade with Sumatra. The peak

*Ibid., p. 95

**Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1938. pp. 189,190

of this trade was in 1810, and was largely responsible for the success in commerce in after years.

By this time, many other merchants were actively engaged in this pepper trade, and Salem no longer held the monopoly. She did trade in it, however, until 1846.

Salem was not only first at Sumatra, but the first to make it safe for others to follow in her lead.* As long as American vessels visited the island, their commanders were provided with copies of the charts prepared by these Salem ship-captains.

Captain Carnes was not only the one who was responsible for the pepper trade, for the safety of those who followed him, but he aided the city of Salem's fame in another way.** He brought back curiosities of these long trips to the East. Some of them were an elephant's tooth, a pipe of one bowl and two stems, trinkets made of bone and ivory, and other oddities. He gave them to the newly founded East India Museum; in fact, it was this collection which gave the inspiration for the foundation of the great Peabody Museum of Salem.

*Osgood, Charles and Batchelder, H. M. Historical Sketch of Salem. Salem: Essex Institute, 1879. p. 155.

**Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1938. p. 96

Decline of the China Trade

During the years following the discovery of the Canton market, when the Yankee traders were searching the Northwest, Hawaii, and the Southern Pacific Islands for products in demand at Canton, the trade with the East increased. Many voyages had been made to Canton. From 1804 to 1809 a total of one hundred fifty-four vessels from America had found their way to China.*

These voyages instilled new life and vigor into the American commerce, and great activity took place in Salem and other eastern cities along the Atlantic.

The Canton trade had so increased that the market for the sale of goods became dependent on European conditions, and, therefore became very irregular. Because of this, the Yankee traders would not take the risk and such expense of making the ventures to China. Again, when the Embargo of 1808 was in effect, the trade and shipping were much interrupted. The following year only thirty-eight American vessels reached Canton.**

After the withdrawal of the embargo, trade flourished again until the War of 1812. American imports at Canton varied from three to six million dollars a year, while exports to the United States were in equal amount in form of teas, silks, and nankeens.*** The tea imports into the United States more than doubled. The English were becoming very anxious over the

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. p. 105

**Ibid., p. 107

***Ibid., p. 107

success of the American trade, for it was in excess of the East India Company. They had to recognize that small American ships manned by superior sailors were undermining their monopoly in Canton.*

Because of this success, the British interfered with the American shipping in the Far East. It became necessary for the Americans to prepare their ships for armed resistance. They resented this interference during the year of 1807, and soon after, affairs reached a crisis, and hostilities broke out between the British and Americans. The British established a blockade at Canton,** and then threatened to seize every American ship. The blockade was lifted shortly, and no serious trouble followed. When war did break out five years later, Canton did become the scene of open hostilities.

The War of 1812 practically put an end to the China trade. American shipping at Canton was inactive, and the British successfully drove the Yankees off the Northwest Coast and away from Hawaii.***

When peace was declared, the commerce was revived. It steadily increased, until in 1818 and 1819, there were forty-seven American vessels in Canton. Of this number, five were from Salem,**** and four belonged to Elias Hasket Derby.

Trade continued, but voyages became less frequent. Instead of circling the Cape, the vessels went direct to Canton. Much

*Ibid., p. 108

**Ibid., p. 109

***Ibid., p. 110

****Ibid., p. 110

of the romance and adventure was gone, and the Canton trade* soon became just another regular line of commerce. The imports at Canton were largely furs, sandalwood, and specie; the exports tea, silks, nankeens, and chinaware.

Bigger and faster ships shortened the time required to complete a round trip to six months; and ships could sail in any season of the year, and in any kind of weather.

Salem had already lost its early significance; other ports became less important. New York** dominated the trade, and was soon to become the center of the distribution of tea. The trade was entirely in the hands of American firms in Canton now, instead of individual merchants as formerly. Interest lessened. Now, that the people of Salem were unable to sell their wares, their enthusiasm waned.

The following statistics of the Salem Marine Society will show something of the importance to the City of Salem of the trade with Canton in 1825:***

"In 1825 and 1826 a little brig of 223 tons (the Leander) brought in cargoes from Canton which paid duties amounting respectively, one to \$86,847.47, and another to \$92,392.94. In 1829, 1830, 1831, a ship of only 287 tons (the Sumatra) brought cargoes from this same port, paying \$128,363.13, in the second of \$138,480.34, and in the third of \$104,761.96 --the five voyages paying to the government in the aggregate of nearly \$587,000."

*Ibid., p. 111

**Ibid., p. 114

***Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1938. p. 129

The above vessels belonged to Joseph Peabody, a noted merchant of Salem. He succeeded Elias Hasket Derby.

After the first few years, comparatively little of Salem's commerce continued with Canton, itself. Elias Hasket Derby abandoned the Canton trade, and his successor Joseph Peabody turned his attention more to Mauritius, the British ports of India, and the pepper trade of Sumatra.

Although other American cities had more trade in Canton than Salem, no port so carefully preserved the records of its commerce.* The logs and sea-journals, so accurately kept by her many sea captains, tell us more of the real trade at Canton than can be obtained from any other source.

This glorious heritage belongs to Salem alone, and she still remains the symbol of the old China trade!

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company., 1930. p. 29

III

TRADE WITH INDIA

Opening of Trade

In the foregoing chapter, China was the destination of the vessels leaving Salem for the East. They stopped at Bombay and Calcutta to get cotton to take to Canton. This chapter deals with the India trade with India as the destination.

In 1788, the Emperor of India gave the following notice: "Anyone wishing to adventure to that part of the world may have an opportunity of sending goods on freight."*

It happened that Elias Hasket Derby was stopping at Mauritius at the time the Emperor gave this notice of welcome to American ships. So, he sent the Atlantic to Bombay to load with cotton and blackwood to sell at Canton. To Mr. Derby, goes the credit for the opening of trade with India in 1788, and the ship Atlantic was the first one to display the American flag at Surat, Bombay, and Calcutta.**

Although the Canton voyages continued, more attention was given to the India trade. The vessels usually went by way of Hamburg and Madeira, and returned by way of Ostend, or by the West Indies.*** The owners gave the captains a very wide range

*Day, Clive. A History of Commerce. New York, London, Toronto: Longmans, Green and Company, 1922. p. 496

**Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute. p. 141

***Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 174

in the trading, allowing them to trade whatever, wherever, and in such quantities as seemed best to them, and of course, as long as it was profitable.

When Mr. Derby engaged in the India trade, there were no banks, and he rarely purchased on credit. While his large ships were on their voyages to the East, he employed his brigs and schooners in making up an assortment for cargoes* by sending them to Gottenburg and St. Petersburg for iron and duck and hemp; to France, Spain, and Madeira for wine and lead; to the West Indies for spirits; and to New York, Philadelphia, and Richmond for flour, provisions, iron, and tobacco. In the brief space of fourteen years, he made one hundred and twenty-five voyages, in at least thirty-seven different vessels.**

The ship Peggy arrived in Salem in 1789 with the first cargo of Bombay cotton ever brought to this country.*** It was assigned to Elias Hasket Derby. Following this arrival, many vessels traded with India. In 1793, the Grand Turk arrived from Madras, Bengal, and Mauritius with the following cargo:****

"1,021,484 pounds of sugar, 500 bags of saltpetre, 464 pieces of redwood, 3900 hides, 709 bags of ginger, 830 bags of pepper, and 22 chests of tea."

The cargo paid a duty of \$24,229.65.

In like manner, the trade continued until about 1845, with cargoes about the same, bringing into Salem much sugar and cotton.

*Ibid., p. 50

**Ibid., p. 131

***Ibid., p. 131

****Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute. P. 141

Experiences of Traders

Nathaniel Silsbee

As the India trade seems to be so definitely described by the traders and their experiences with their vessels, it will be interesting to review some of the more noted ones.

Nathaniel Silsbee* commanded the ship Herald, a large vessel of three hundred thirty tons and carrying ten guns. Owing to the dangers of the French privateers in the Bay of Bengal, five American captains agreed to keep together until they had passed Ceylon, a very dangerous location. They selected Captain Silsbee as commodore of the fleet. One of the fleet, the Perseverance of Salem, carried sixty guns, and they were not afraid of the ordinary privateers.

The East India Company packet Cornwallis of eighteen guns sailed at the same time. A few days later, Captain Silsbee sighted two ships in a furious fight, and recognized the Cornwallis getting the worst of the battle. The Americans formed a close line abreast with their decks all ready for action. The French privateer came directly on, when Commodore Silsbee opened fire, and all the other ships did likewise. When the smoke cleared, the Frenchman was hurrying away. The Captain of the Cornwallis was very thankful for the help of the Americans and kept company along with the fleet for some distance. The French privateer hung around, but soon found the Americans so very alert to any trouble, that he finally disappeared.

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. pp. 144, 145

John Gibaut

Another interesting voyage was that of the Astrea commanded by Captain John Gibaut,* who sailed for India in 1791. The captain went to the Cape of Good Hope, Mauritius, traded along the coast of Africa, and on to Madras, and then continued to Rangoon. He found that when the Astrea arrived at Rangoon, that the Sultan of Burma was at war with Siam, and he immediately seized the Astrea to carry supplies to his army. The captain performed this forced task, then went back to Calcutta. Here it was found that the ship was so disabled by the Burmese, that it had to be sold. The price obtained was \$7,780. When the captain returned to Salem and took an accounting of the ship and its cargo, it was found to have been worth \$15,000 at the time it had to be sold. The Sultan never made up the loss.

George Crowninshield

During the year 1795, the voyage of George Crowninshield, Jr.** in command of the Belisarius stands out for the record of speed. He sailed for Calcutta by the way of Cape of Good Hope. He loaded with tea, coffee, and indigo, and started for home. War was going on between England, France, and the Dutch, and he knew that English ships were cruising to capture any ship. The British sloop Hornet overtook the Belisarius. After four

*Ibid., p. 179

**Ibid., p., 184

hours, he was released because he had no French property on her. The Belisarius started for Salem, when another British warship met her. It did not delay her, however. On July 26, just seventy days from Mauritius, the Belisarius reached Salem with cargo of sugar, 10,767 pounds of sugar-candy, and 118,715 pounds of coffee. The entire trip took eight months and two days.

Stephen Phillips

Another fast voyage was that of Stephen Phillips.* He sailed for India on December 23, 1795 on the ketch Eliza. The cargo had forty-eight casks of brandy, twenty-two barrels of naval stores, and one hundred six pairs of silk stockings.** Probably the silk stockings had been brought from France, and had not been popular with the Salem women. The Eliza reached Calcutta promptly and loaded with sugar and was back in nine months and two weeks. The Eliza was the first Salem vessel to enter direct from Calcutta.

Joseph Peabody

Most of the trade with India from 1816-1840 was carried on by Captain Joseph Peabody, successor to Elias Hasket Derby. His famous ship George made regular trips from Salem to Calcutta, leaving in the fall and returning in the spring or summer. The

*Ibid., p. 185

**Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute. 1879. p. 141

George* made twenty voyages between 1815 and 1837 with just as much regularity as a steamer. It is interesting to note that her first voyage in 1815 required 109 days; her last one, in 1837 required 111 days. Her cargoes paid duties amounting to \$651,743.32. The chief import was indigo, and the total of Mr. Peabody's importation was 1,050,200 pounds, of which the George brought 755,000 pounds.

Summary

From the beginning of the India trade, there were many entries for every year except five, and those were the years when the embargo prevented continuance of trade.

In 1800 the ship Active brought in the first cargo of cotton to arrive in this country from Bombay--180,000 pounds. Many vessels continued to bring in cotton, sugar, coffee, and pepper into Salem until 1845.

It would take a very long account to give all the vessels which brought cargoes into Salem, for the number is very large. But, the last entry from India was that of the Brenda in August 1845, and she brought a cargo of pepper and cordage and paid a duty of \$31,793.65.**

India's trade was very important to Salem's commercial history. It is said to be a fact that a Calcutta merchant had a map, and on it were just two words: "Salem" and "Boston."

*Ibid., p. 146

**Ibid., p. 149

George* made twenty voyages between 1815 and 1837 with just as much regularity as a steamer. It is interesting to note that her first voyage in 1815 required 102 days; her last one, in 1837 required 111 days. Her cargoes paid duties amounting to \$61,743.32. The chief import was indigo, and the total of Mr. Paschoy's importation was 1,030,200 pounds, of which the George brought 755,000 pounds.

Summary

From the beginning of the India trade, there were many entries for every year, except five, and these were the years when the embargo prevented continuance of trade.

In 1808 the ship Act was brought in the first cargo of cotton to arrive in this country from Bombay--180,000 pounds. Many vessels continued to bring in cotton, sugar, coffee, and pepper into Salem until 1845.

It would take a very long account to give all the vessels which brought cargoes into Salem, for the number is very large. But the last entry from India was that of the Banda in August 1845, and she brought a cargo of pepper and cloves and paid a duty of \$31,703.22.**

India's trade was very important to Salem's commercial history. It is said to be a fact that a Calcutta merchant had a ship, and on it were just two words: "Salem" and "Boston."

*Ibid., p. 148
**Ibid., p. 149

"Salem" stretched nearly across the map; "Boston" was a mere dot.

In the East India Museum in Salem there is a most interesting case in which there are life-size models of India merchants in the garb and mannerisms in which they used to await the trade of Salem merchants.

France, or Mauritius, was one of the first places to which they sent their ships to bring home cargoes of sugar--the staple export of the island.

Mauritius is in the Indian Ocean near Madagascar. It was the first stop after rounding the Cape of Good Hope, for there they could obtain fresh water and provisions. In later years, it became a destination of many vessels, for Mauritius really became a great clearing house for many Eastern products. Coffee and sugar could be purchased more cheaply there than at the East Indies; therefore it became an important market for the American merchants.

The Grand Turk was the first Salem vessel to trade with Mauritius in 1783. Tobacco, rum, salt provisions, and earthenware were much in demand at the island at that time; and the Salem ship in return received cotton, indigo, sugar, and pepper, not only for themselves, but for cargo for other destinations.

Thus, Mauritius became such an important port for all vessels bound for the East, that scarcely a voyage passed it without stopping.

"Salem" stretched nearly across the map; "Boston" was a mere

dot.

In the East India House in Salem there is a most interest-

ing case in which there are life-size models of Indian warriors

in the garb and characteristics in which they used to appear.

Trade of Salem merchandise.

IV

TRADE WITH OTHER EASTERN PORTS

Mauritius

When the Salem merchants sought to establish trade with new ports, never before visited by American ships, the Isle of France, or Mauritius, was one of the first places to which they sent their ships to bring home cargoes of sugar--the staple export of the island.

Mauritius is in the Indian Ocean near Madagascar. It was the first stop after rounding the Cape of Good Hope, for there they could obtain fresh water and provisions. In later years, it became a destination of many vessels, for Mauritius really became a great clearing house for many Eastern products. Coffee and sugar could be purchased more cheaply there than at the West Indies, therefore it became an important market for the American merchants.

The Grand Turk was the first Salem vessel to trade with Mauritius in 1785. Tobacco, cordage, salt provisions, and earthenware were much in demand at the island at that time; and the Salem ship in return received cotton, indigo, sugar, and pepper, not only for themselves, but for cargo for other destinations.

Thus, Mauritius became such an important port for all vessels bound for the East, that scarcely a voyage passed it without stopping.

TRADE WITH OTHER REGIONS

Manitoba

When the Salem merchants sought to establish trade with new ports, never before visited by American ships, the tale of France, or Manitoba, was one of the first places to which they sent their ships to bring home cargoes of sugar--the staple export of the island.

Manitoba is in the Indian Ocean near Madagascar. It was the first stop after rounding the Cape of Good Hope, but there they could obtain fresh water and provisions. In later years, it became a destination of many vessels, for Manitoba really became a great clearing house for many Eastern products. Coffee and sugar could be purchased more cheaply there than at the West Indies, therefore it became an important market for the American merchants.

The Grand Turk was the first Salem vessel to trade with Manitoba in 1788. Tobacco, cordage, salt provisions, and other necessities were much in demand at the island at that time; and the Salem ships in return received cotton, indigo, sugar, and pepper, not only for themselves, but for cargo for other destinations.

Thus, Manitoba became such an important port for all vessels bound for the West, that scarcely a voyage passed it without stopping.

Manila

It was the Astrea, commanded by Henry Price and owned by Elias Hasket Derby, that entered the port of Manila in 1796, * while searching for new ports. Nathaniel Bowditch, afterward famous as a mathematician, was on this voyage and kept the journal of the trip; and it is now in the files of the East India Marine Society.

The first cargo which entered Salem from Manila was 750,000 pounds of sugar, 63,695 pounds of pepper, and 29,767 pounds of indigo, and the duty paid was \$24,020.**

From 1797-1858, eighty-two vessels made entries at Salem from Manila. The chief cargoes were indigo, sugar, and hemp.

Captain Stephen C. Phillips and his St. Paul became as closely connected with Manila, as did the George in the Calcutta trade. The St. Paul made twelve voyages between Salem and Manila. Her first voyage was in 1838, and she took one hundred days to complete it.

The last arrival in Salem was in 1858, when the Dragon entered the port with a cargo of hemp. Salem used large quantities of hemp for rope-making, for it was very necessary during the years of the great boom in shipbuilding. For many years, Manila became the chief source of the hemp supply.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. p. 156

**Ibid., p. 156

Manila

It was the Assam, commanded by Henry Price and owned by
at an Assam Derby, that entered the port of Manila in 1763.
while searching for new ports. Nathaniel Bowditch, afterward
known as a mathematician, was on this voyage and kept the
journal of the trip; and it is now in the files of the East
India Marine Society.

The first cargo which entered Salem from Manila was
750,000 pounds of sugar, 55,000 pounds of pepper, and 29,787
pounds of indigo, and the duty paid was \$24,000.
from 1767-1808, eighty-two vessels made entries at Salem
from Manila. The chief cargoes were indigo, sugar, and hemp.
Captain Stephen C. Phillips, and his St. Paul became
closely connected with Manila, as did the George in the California
trade. The St. Paul made twelve voyages between Salem and
Manila. Her first voyage was in 1808, and she took one hundred
days to complete it.

The last arrival in Salem was in 1858, when the Princess
entered the port with a cargo of hemp. Salem used large
quantities of hemp for rope-making, for it was very necessary
during the years of the great boom in shipbuilding. For many
years, Manila became the chief source of the hemp supply.

Sketch of Salem-1823-1870, Salem: Essex Institute, 1879.
*Osgood, Charles S. and Hascall, H. M. Historical
p. 158
**Ibid., p. 158

Mocha

In 1798, Captain Joseph Ropes left Salem on the Recovery bound direct for Mocha* in Arabia, with \$50,000 in specie with which to trade for coffee. Mocha was supposed to be a great coffee port. The Recovery was the first vessel to display the American flag in this part of the world.

Captain Ropes went directly to Mocha, but was unsuccessful. He did not get his supply of coffee. He then went on to Calcutta and loaded there with sugar and returned directly to Salem.

In 1801, the Recovery on another voyage brought back 326,000 pounds of coffee to a group of four or five merchants in Salem, on which he paid a duty of \$16,844.

The Franklin** owned by George Crowninshield, brought back a large quantity of coffee, 532,365 pounds, from Mocha and Aden. This trade with Mocha became very important and in 1805, the vast amount of two million pounds entered Salem during the year.

The Salem merchants had a monopoly of the Mocha coffee supply, and all coffee was distributed through this port.

Japan

Other lands enriched the people of Salem. Captain James Devereux*** had been the first to bring not only a Salem ship

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 188

**Ibid., p. 275

***Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1937. p. 190

Mocha

In 1783, Captain Joseph Rogers left Salem on the Recovery bound direct for Mocha* in Arabia, with \$50,000 in specie with which to trade for coffee. Mocha was supposed to be a great coffee port. The Recovery was the first vessel to display the American flag in this part of the world.

Captain Rogers went directly to Mocha, but was unsuccessful. He did not get his supply of coffee. He then went on to Calcutta and loaded there with sugar and returned directly to Salem.

In 1801, the Recovery on another voyage brought back 225,000 pounds of coffee to a group of four or five merchants in Salem, on which he paid a duty of \$15,844.

The Franklin** owned by George Grownsfield, brought back a large quantity of coffee, 525,555 pounds, from Mocha and Aden. This trade with Mocha became very important and in 1805, the vast amount of two million pounds entered Salem during the year. The Salem merchants had a monopoly of the Mocha coffee supply, and all coffee was distributed through this port.

Japan

Other lands enriched the people of Salem. Captain James Beverux*** had been the first to bring not only a Salem ship

*Phillips, James Linnam. Salem and the Indies. Boston: Houghton Mifflin Company, 1927. p. 133.
**Ibid., p. 135.
***Winner, Frances (Graham). Porter City--The Story of Salem. New York: Robert M. McBride Company, 1937. p. 130.

into Japan, but the first American vessel to trade with Japan. He entered the port in 1799 on the Franklin. At this time, the ships of American traders were forbidden.

An accident made it possible for the Salem captain to enter Japan. While he was in Batavia, he was informed that the Dutch East India Company needed a ship to make its periodical visit to Japan. Seeing this opportunity to make money and perhaps gain a new market, he offered the Franklin.*

Great excitement occurred in Salem when on his return he exhibited his cabinets of tea trays, silks, boxes of birds and painted fans, vases, and jade statuettes, inlaid tables, and carved screens. It was only the cornerstone, however, of that Oriental art which became so famous at the Peabody Museum.

For two years, other men and other vessels made their way to the newly-opened country, and brought back treasures for the prosperous merchants of Salem. Ginger in pottery jars, teas in blue and white caddies, rock sugar in vases, ivory and jade, and shining black teakwood spice boxes. These were some of the articles so enjoyed by the women of Salem.

Another vessel, the Margaret commanded by Samuel Derby, in 1800, also went to Japan, indirectly from Batavia.**

Suddenly in 1801 the harbors of Japan were closed to American vessels. It was only when Commodore Perry reopened them in 1864, that United States was readmitted to the Nippon trade.***

*See the account of the Margaret in detail on Page 43

**Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1937. pp. 191, 192

***Ibid., p. 193

Batavia

Batavia, in the Indian Ocean, near Sumatra, was another market where the Salem vessels were the first to display the American flag. In the early days of Salem's commerce, there was an extensive trade in pepper, sugar, and coffee. These products were exchanged for wine, brandy, gin, tobacco, lead, and iron.

One of the most interesting in 1800, was the voyage of the Margaret to Batavia, when Samuel Derby sailed for pepper.* When he left Salem for Sumatra, he had \$50,000 in specie with which to buy pepper. He had planned to take this to Manila and exchange it for indigo and sugar. The pepper market was poor, so he went to Batavia. Here, also, he had no good results. However, while there, an official of the Dutch East India Company liked the Margaret so well, that he chartered her for \$45,000 to carry his annual freights--copper in small bars--to and from Nagasaki, Japan. Captain Derby did this, and while in Japan he was entertained most royally. He marvelled at his trading, for he should be able to buy pepper, coffee, sugar to the amount of his own freight and also fifty thousand dollars more with his own specie.

The Margaret, however, could not carry all the coffee, pepper, and sugar his money could buy, so when he left Japan, he sent his mate to Mauritius to buy a ship and bring her to Batavia.

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. pp. 226, 226

Batavia

Batavia, in the Indian Ocean, near Sumatra, was another market where the Salem vessels were the first to display the American flag. In the early days of Salem's commerce, there was an extensive trade in pepper, sugar, and coffee. These products were exchanged for wine, brandy, gin, tobacco, lead, and iron.

One of the most interesting in 1800, was the voyage of the Mariner to Batavia, when Samuel Perry sailed for pepper.* When he left Salem for Sumatra, he had \$50,000 in specie with which to buy pepper. He had planned to take this to Manila and exchange it for indigo and sugar. The pepper market was poor, so he went to Batavia. Here, also, he had no good results. However, while there, an official of the Dutch East India Company liked the Mariner so well, that he chartered her for \$55,000 to carry his annual freight--copper in small bars--to and from Nagasaki, Japan. Captain Perry did this, and while in Japan he was entertained most royally. He marvelled at his good luck, for he should be able to buy pepper, coffee, sugar to the amount of his own freight and also fifty thousand dollars more with his own specie.

The Mariner, however, could not carry all the coffee, pepper, and sugar his money could buy, so when he left Japan, he sent his mate to Manilla to buy a ship and bring her to Batavia.

*Whitlip, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1907. pp. 285, 286

Captain Derby completed his voyage to Japan, and returned to Batavia, where he met James Stuart, the mate, and the excellent ship. The Margaret and the other ship were loaded full, and they finally reached Salem. The Margaret unloaded, and the other ship was sent to Europe, where both cargo and ship were sold.

The net profit of this voyage, considering the outlay on it was \$50,000 plus expenses, the two cargoes and the extra ship brought in practically \$200,000.

Madagascar

Salem merchants--Nathaniel Rogers and Brothers--opened the American trade with Madagascar in 1821.* The brig Thetis was the first American vessel to enter the port, and brought back to Salem 519 pounds of tallow.

At the opening of this trade with Madagascar, Zanzibar was only a small settlement with no trade being carried on there. Gum-copal was carried to India by the Sultan's vessels to be cleaned. Zanzibar's trade was really an extension of Madagascar's trade. Vessels engaged in the trade for tallow came here.

Zanzibar

Salem vessels were the first to enter Zanzibar's trade, as they were the first to open trade with Madagascar.

John Bertram, commander of the Black Warrior, landed in Zanzibar in 1831, just as the Sultan's frigate was lying in the

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essix Institute, 1879.p. 162

harbor. It was getting ready to take what gum-copal he could secure to India.* Bertram made a bargain with the Sultan to take what he had on hand, and made future plans for securing more. In 1832, the Black Warrior arrived in Salem with the first big quantity of uncleaned gum-copal ever brought into this country. For some time, thereafter, Salem had the monopoly on the gum-copal trade, and all of it was distributed through the port of Salem.

The Spy, a three-masted schooner, happened to be the first vessel to enter in the Salem Custom House from Zanzibar in 1827. From that time on to 1870, the date of the last entry, there were 189 arrivals from Zanzibar.** The greatest activity was from 1840-1860.

The large importation of uncleaned gum-copal led to the establishment of a factory in Salem to clean and prepare the gum for market. The business increased rapidly, and by 1850, about 1,500,000 pounds of gum were cleaned annually.

In 1861, an import duty of ten cents a pound was imposed on uncleaned gum. Thereafter, all gum was cleaned in Africa, and the trade was abandoned.

*and ** Ibid., pp 164-168

V

SHIPMASTERS AND MERCHANTSCaptain Philip English

Notwithstanding many dangers and restrictions of England's navigation laws, a number of wealthy men had arisen in Salem.

Among the earliest, Philip English came from the Isle of Jersey, before 1670. In 1676, he built, owned, and sailed the Speedwell. In a few years he fared so well that he built one of the handsomest gabled houses in Salem, from whose upper windows he would watch, spyglass in hand, for his ships riding to harbor under a full press of canvas. He sent ships to Newfoundland and Acadia to catch fish, and sent it to the West Indies, Bilbao, and French ports on the Bay of Biscay. He had many ships doing coast-wise trade between Virginia, Maryland, and Salem.*

Philip English was a shrewd Yankee trader as well as a captain. When witchcraft broke out, he was the wealthiest man in New England. He had a wharf and warehouse of his own to receive cargoes of his twenty-one vessels, and more than a dozen buildings in the town of Salem bringing him in rents. He and his wife were accused of witchcraft. In 1725, he was put in jail because he refused to pay taxes for a church, not one of his choice. He died in 1735, about eighty-six years of age.**

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. P. 178

**Ibid., 178, 179

The Derby Family

Just about the time that Philip English retired from the trade at Salem, the Derby family came into prominence. Among them were Richard Derby, John Derby, Elias Hasket Derby, and Elias Hasket Derby, Jr. All did their part in making the port of Salem famous.

Richard Derby* at twenty-four years of age commanded his own sloop the Ranger. He crossed the ocean to Cadiz with the staple cargo of fish, in exchange for oil, fruit, handkerchiefs, and salt. He, with his crew of six men, made several voyages and doubled his profits so that at forty-five years of age, he personally retired from the sea, and became a Salem merchant with a fleet of ships trading with New England fish, lumber, and farm products with Spain and the West Indies. The returns were made in sugar, molasses, cotton, rum, claret, or in rice, and naval stores from Carolina. With returns from these trips, assorted cargoes were made of oil, naval stores, and produce of the islands for Spain and Madeira; and the proceeds remitted partly in bills on London and partly in wine, salt, fruit, oil, iron, and lead.

Richard Derby floated his ships from his own wharf--six hundred feet in length--and here, Salem's maritime history begins and was made.

*Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride Company, 1937. p. 136

The Derby Family

Just about the time that Philip English returned from the trade at Salem, the Derby family came into prominence. Among them were Richard Derby, John Derby, Elias Barker Derby, and Elias Barker Derby, Jr. All did their part in making the port of Salem famous.

Richard Derby* at twenty-four years of age commanded his own sloop the Hanger. He crossed the ocean to Cadiz with the staple cargo of fish, in exchange for oil, fruit, handicrafts, and sail. He, with his crew of six men, made several voyages and doubled his profits so that at forty-five years of age, he personally retired from the sea, and became a Salem merchant with a fleet of ships trading with New England fish, lumber, and farm products with Spain and the West Indies. The returns were made in sugar, molasses, cotton, rum, cigars, or in rice, and naval stores from Carolina. With returns from these trips, assorted cargoes were made of oil, naval stores, and produce of the islands for Spain and Madeira; and the proceeds retired partly in bills on London and partly in wine, salt, turpentine, oil, iron, and lead.

Richard Derby floated his ships from his own wharf--six hundred feet in length--and here, Salem's maritime history began and was made.

*Winner, Prize (Quadrant). Historical Sketch--The Story of Salem. New York: Robert M. Appleton Company, 1907. p. 133

An interesting episode in Richard's life was that at the North Bridge in 1775. General Gage had sent the British army to Salem, to seize nineteen cannon stored at the North River Wharf, of which eight belonged to Richard Derby. On demand that they be surrendered, Captain Derby met the soldiers on the North River Bridge, and replied: "Find them if you can. Take them if you can. But, they will never be surrendered." After much parleying, the British commander marched his troops across the bridge, turned right about, and marched away for Boston, without more ado. Perhaps there was something about the captain's manner which suggested that there were "four cannon below decks for close quarters."*

Captain John Derby** was a very efficient shipmaster. He had commanded the Astrea, the largest and swiftest vessel of the Derby fleet. He also owned the Columbia which went to the Northwest coast. In 1800, he owned the Margaret which was one of the earliest American ships to go to Japan.

Perhaps the incident for which he is best remembered is that which happened during the Revolution.*** Two months after the shot was fired at Lexington and Concord, John Derby took the news of the battle to England, on his swift schooner, the Quero. General Gage had not told the seriousness of the refusal of the colonists to obey him. The Royal messenger had

*Phillips, James Duncan. Salem in the Eighteenth Century. Boston and New York: Houghton Mifflin Company, 1937. pp.168-171

**Ibid., p. 80

***Ibid., pp. 364-368

An interesting episode in Richard's life was that at the North Bridge in 1775. General Gage had sent the British army to Salem, to seize thirteen cannon stored at the North River wharf, of which eight belonged to Richard Parry. On learning that they were surrendered, Captain Parry met the soldiers on the North River Bridge, and replied: "Find them if you can. Take them if you can. But, they will never be surrendered." After much parleying, the British commander marched his troops across the bridge, turned right about, and marched away for Boston, without more ado. Perhaps there was something about the captain's manner which suggested that there were "four cannon but few decks for close quarters."

Captain John Parry¹ was a very efficient shipmaster. He had commanded the Asses, the largest and swiftest vessel of the Parry fleet. He also owned the Columbia which went to the Northwest coast. In 1800, he owned the Enterprise which was one of the earliest American ships to go to Japan.

Perhaps the incident for which he is best remembered is that which happened during the Revolution.² Two months after the shot was fired at Lexington and Concord, John Parry took the news of the battle to England, on his swift schooner, the Enterprise. General Gage had not told the seriousness of the result of the conflict to any one. The Royal messenger had

¹Phillips, James Percival, Salem in the Eighteenth Century, Boston and New York: Houghton Mifflin Company, 1937, pp. 183-171.
²Ibid., p. 80.
³Ibid., pp. 364-368.

started four days before, but Captain John probably at his father's orders and certainly with his specific approval, put on all sails and arrived in twenty-nine days, a record time in those days.

Elias Hasket Derby, Richard Derby's second son, was brought up by his father in the right way, and he succeeded the management of his father's business at the outbreak of the Revolution. It was Elias Hasket Derby who built up the family fortune and fame. He was Salem's greatest shipowner.*

When he took over the father's business, there were seven ships in foreign trade with the West Indies. The Derby fleet had been seriously reduced by the War. Although Elias Hasket had never been to sea, he had a great knowledge of foreign trade. He became so indignant that he took active part in privateering. He was the leader of several men who fitted out one hundred fifty-eight vessels armed for privateering. It has been said that he had shares in eight privateers during the war.

Realizing that these ships were not suited for that kind of service, he established shipyards of his own, made a thorough study of the subject, and established a school of navigation for young seamen. In a short time, he was turning out ships of larger size, better design, and greater speed than New England had previously known. These ships were the ones that really were responsible for the trade with China, India, and other ports of the East.

*Dulles, Foster Rhea. The Old China Trade. Boston and New York: Houghton Mifflin Company, 1930. p. 29

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on all sails and arrived in twenty-nine days, a record time in
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larger size, better design, and greater speed than New England
had previously known. These ships were the ones that really
were responsible for the trade with China, India, and other parts
of the East.

Elias Hasket Derby's home was just behind the wharves where his ships landed the valuable cargoes which added continually to his fortune. This house is still standing. "In the cupola of the house is a deep notch cut in the blind of the window looking out to sea. Here, the merchant prince of Salem used to rest his spyglass, as he watched for his richly laden ships from India to come sailing up the harbor."*

Derby Street and Derby Wharf keep the greatness of this family ever in one's mind, even today.

Longfellow described such a busy wharf:

"I remember the black wharves and the slips
And the sea-tides tossing free,
And the Spanish sailors with bearded lips,
And the beauty and majesty of the sea."**

Caroline Howard King*** said that she remembered the queer spicy Eastern smell that floated out from those huge warehouses, wherein were stored the spoils from every country: pepper from Sumatra; coffee from Arabia; cinnamon, cloves, and nutmegs from the Spice Islands; ivory and dates from Africa; sugar and molasses from the West Indies; wine from Madeira; and figs and raisins from Spain.

*King, Caroline Howard. When I Lived In Salem. Brattleboro, Vermont: Stephen Day Press, 1937. pp. 42, 43.

***Ibid., p. 43

**Longfellow, Henry W. Complete Works of Henry Wadsworth Longfellow. From the poem, My Lost Youth. Boston and New York: Houghton Mifflin Company, 1902. pp. 237

Captain George Crowninshield

Following the Derby family, the Crowninshields were the next family of importance. There was Captain John and Captain George. The latter married the eldest daughter of Elias Hasket Derby, thus bringing the two families together. In business, as well as socially, they were together. Even their wharves and homes were close together.

In 1809, the firm of Crowninshield & Sons became the leading shipowners in Salem, after the Derby's. George, the eldest son was active in shipping, and he concluded his career with the famous cruise of Cleopatra's Barge. Jacob was a shipmaster for both his own and Derby's ships. Benjamin was a merchant, a Member of Congress, and later the Secretary of the Navy, under President Madison. John was a shipmaster, too.

Because of the popularity of Cleopatra's Barge, George Crowninshield seems to be the one of the family most generally spoken of. George was born in Salem in 1766, and was educated to become a merchant. His father and grandfather had been Salem merchants doing a large business due to the opening of the East Indian and China trade from 1785 and later. To become a successful merchant, in those days, one must first become a sailor and then a captain. No one was thought fit to be a merchant who had not been to sea, and thereby acquainted with all angles of shipping and trading.

As soon as he had acquired sufficient knowledge and the theory of navigation mastered, he started on his career. He

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sometimes would be gone for two years. The vessel would not always come directly home but go to some French or Mediterranean port, dispose of the eastern cargo, and take on another. In order to pursue such a voyage, the vessel would usually sail for the East Indies loaded with ballast and with Mexican silver dollars in kegs or boxes with which to buy the cargo of pepper, tea, or coffee to bring home.

He had acquired a liberal fortune, and he decided to build a big yacht and visit foreign ports, and being fond of the sea, he decided to make it his permanent home. The yacht was actually built at the Crowninshield Wharf. It was modelled after commercial vessels and privateers. In appearance, she looked like a small man-of-war. It was admired by everyone, and it had a public showing before starting off on the journey. The name of this vessel was Cleopatra's Barge.

Captain George designed all the fittings. On the decks of this yacht, a pendant to the capstan was a wooden statue of a North American Indian, the size of life, splendid in war paint and feathers. When the vessel was in the Mediterranean the sailors used to tell the simple peasants that it was alive. In Genoa, the sailors told the peasants it was the statue of an American saint, and they would kneel and kiss its feet.

Everything about the furnishings was elegant: furniture, draperies, gilt eagles, coverings of red velvet and gold lace. A complete service of silver and china and glass were made for her. Some additional idea of the elegance can be given

from the fact that the furniture alone was appraised at \$8000. The vessel cost \$50,000.

Cleopatra's Barge was painted differently on both sides. People came to see her in crowds, and this pleased the Captain very much, for he was exceedingly proud of her. One time, when she was home for the winter, people drove around her in sleighs, so anxious were they to see her.

In March 1817, when she sailed out of Salem Harbor, it was a great day. Her destination was the Mediterranean, Marseilles, Genoa, Leghorn, the island of Elba, Gibraltar, Madeira, Malaga, Barcelona, and other stops. At all of these ports, throngs of people visited the boat. He was very proud of the boat and was as particular about those who visited it. The people had to be decently dressed to come on board. Of course, all of the great rank at all ports were given the great honor of special invitation.

When Captain George was in the harbor at Gibraltar, the frigate United States--the fastest vessel in the American Navy at the time--came also. The frigate was sailing to Cartagena, so Cleopatra's Barge fell along in with the frigate, and raced all the way, to Port Mahone. The American frigate had a two mile start; but, during the day, the yacht gained so that the yacht really won. Of course, the captain was very jubilant.

There are many interesting stories of the visits of this beautiful boat in its various foreign ports. No vessel ever fulfilled the purpose for which she was built better than did

From the fact that the furniture alone was appraised at \$8000.
The vessel cost \$20,000.

Glenn's house was painted differently on both sides.
People came to see her in crowds, and this pleased the Captain
very much, for he was exceedingly proud of her. One time, when
she was home for the winter, people drove around her in single
as well as double file.

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was a great day. Her destination was the Mediterranean, her
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When Captain George was in the harbor at Gibraltar, the
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at the time--came also. The ship was sailing to Cartagena,
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all the way to Port Mahon. The American frigate had a two
mile start; but, during the day, the yacht gained so that she
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There are many interesting stories of the visit of this
beautiful boat in the various foreign ports. No vessel ever
fulfilled her purpose for which she was built better than did

Cleopatra's Barge,* and she fulfilled the expectation even of her fastidious and exacting owner.

Shakespeare** describes another Cleopatra's Barge which applies here very nicely:

"The barge she sat in, like a burnished throne,
Burned on the water: the poop was beaten gold;
Purple the sails, and so perfumed that
The winds were love-sick with them; the oars were silver,
Which to the tune of flutes kept stroke, and made
The water which they beat to follow faster,
As amorous of their strokes. For her own person,
It beggared all description: she did lie
In her pavilion--cloth-of-gold of tissue--
O'er-picturing the Venus where we see
The fancy work of nature: on each side her
Stood pretty dimpled boys, like smiling Cupids,
With divers-colored fans, whose wind did seem
To glow the delicate cheeks which they did cool,
And what they undid did."

--ANTONY AND CLEOPATRA

*Crowninshield, Benjamin W. Cleopatra's Barge. Salem, Mass.: Salem Press Publishing and Printing Company, 1889.

**Shakespeare, William. Antony and Cleopatra. New York and London: Harper & Brothers, 1899. p. 57

54
Cleo's Bar, and she fulfilled the expectation even of
her fastidious and exacting owner.

Shakespeare describes another Cleopatra's Bar which

applies here very nicely:

"The bar she sat in, like a burnished throne,
burned on the water: her body was beaten gold;
purple like saffron, and so perfumed that
the winds were love-sick with them; the oars were silver,
which to the tune of pipes kept stroke, and made
the water which they beat to follow faster.
As monarchs of their strokes, for her own person,
it beggared all description: she did lie
in her pavilion--cloth-of-gold of tissue--
O'er-arching the Venus where we see
The fancy work of nature: on each side her
Bood pretty dimpled boys, like smiling Cupids,
With diverse-colored fans, whose wind did seem
to give the silken tresses which they did cool,
And what they could did."

--ANTONY AND CLEOPATRA

*Owen's edition, Benjamin W. Glaspell's Barre, Salem,
Mass.: Salem Press Publishing and Printing Company, 1898.
**Shakespeare, William. Antony and Cleopatra. New York
and London: Harper & Brothers, 1898. p. 24

Colonel Benjamin Pickman

Colonel Benjamin Pickman is remembered for his beautiful home, more than for his experiences as a merchant. He was very proud of his home, his street, and his city.

The Pickman house, facing on Essex Street--the most fashionable section of Salem, at that time--was very beautiful, and had a spacious garden reaching down to the wharves along the South River. He was so fastidious that when he had his house built, that he ordered as part of the decoration, the figure of a codfish, carved and gilded, on each riser of his front stairs.

Pickman engaged in privateering with George Crowninshield. He was an owner of the ship Margaret* which had such an interesting experience in Batavia.

Benjamin Pickman is mentioned in many activities in the city of Salem: as a director of the Salem Marine Insurance Company; an owner of many vessels; a leader in military, and civic affairs, and many clubs.

Nathaniel Silsbee

Of the Derby captains, Nathaniel Silsbee became very well known. Born and brought up in Salem, he went to sea at fourteen. At nineteen, he commanded Mr. Derby's Rose--the training ship for young captains of the Derby fleet--to the West Indies.

*Refer to Page 38

The same year, he took a new ship Benjamin to India and continued to sail her for four years. He then bought the ship Betsy and visited Sumatra, Madras, and Calcutta. Later on, he owned many ships including the famous Herald.*

Through marriage to Mary Crowninshield, two famous families came together socially as well as in business.

In later years, Mr. Silsbee became a United States Senator. He lived to be a highly respected citizen of Salem, as well as of the State of Massachusetts.

One of the most interesting and exciting experiences of Mr. Silsbee's life was the part he played in saving the ship Constitution, in 1814. On April 3, the Constitution was chased into Marblehead by two British frigates. Owing to the direction of the wind, the pilot was unable to go ahead. The ship was really blown between the Marblehead Rock and the Neck, and ran close in under the guns of Fort Sewall.

People at Salem saw the ship but did not realize what was really going on, so Captain Silsbee started for Marblehead to investigate. At the top of Mill Hill, he met an official of Marblehead, speeding on horseback. He shouted, "The Constitution has been chased into Marblehead! We are going to defend her. Send all the men and guns you can."***

Captain Silsbee raced back to Salem, notified the militia,

*Refer to Page 30

**Philips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, the Riverside Press Cambridge, 1947. pp. 413

and asked them to send all the four- and six-horse teams with drivers to the gun house on the Neck. The alarm bells rang all over the town. Soon the guns were bound for Marblehead; also, all the available men went to help. The British did not attack the Constitution. As Marblehead Harbor is quite exposed, the Constitution was brought around to Salem Harbor, and there remained for some time. Later, however, she went back to Boston.

A tablet at the entrance to Fort Sewall, Marblehead, still keeps this incident in one's mind.

Jonathan Hull² began building ships in Salem in 1765 and continued for seventeen years. His vessels were for use in the West India trade. He is recorded as having built forty ships, but probably he built many more for private owners. Nathaniel Allis and Benjamin Greenleaf were among the captains who commanded his vessels.

Revere Dockyard

Revere Dockyard,³ called "Revere Dock," was the most skillful of all Salem shipbuilders. He built only twenty-five vessels in the period from 1767-1807, but the twenty-five were masterpieces. The Barrys and the Greenleafs bought most of them. His Sagittary was the first Salem ship to visit Arabia. Others were

²Phillips, James Brown. Salem and the Indians. Boston: Houghton Mifflin Company, 1897. p. 123.
³Id., p. 125.

VI

SHIPBUILDING

Shipbuilders

In the early days of Salem's shipbuilding, most of the ships were small brigs and schooners, the majority under one hundred tons. After 1790, with the opening of foreign trade, shipbuilding had a great stimulus, and the size of the ships was just the reverse--over one hundred tons.

Ebenezer Mann

Ebenezer Mann* began building ships in Salem in 1783 and continued for seventeen years. His vessels were for use in the West India trade. He is recorded as having built forty ships, but probably he built many more for private owners. Nathaniel Silsbee and Benjamin Crowninshield were among the captains who commanded his vessels.

Retire Becket

Retire Becket,** called "Tirey Becket," was the most skilful of all Salem shipbuilders. He built only twenty-five vessels in the period from 1797-1807, but the twenty-five were masterpieces. The Derbys and the Crowninshields bought most of them. His Recovery was the first Salem ship to visit Arabia. Others were

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 148
 **Ibid., pp. 149, 150

the Brutus (shipwrecked the day after it left Salem), the Mount Vernon, Margaret, Fame, America, Betsey, Diomedes, Active, Herald, and Cleopatra's Barge. These ships were of superior quality, fast, economical, and seaworthy. Becket was regarded as the Crowninshield builder.

Enos Briggs

In 1790, Mr. Derby invited Enos Briggs of Plymouth to come to Salem to build for him the second Grand Turk. This was the largest ship built in Salem, and it was completed at Mr. Derby's own wharf. Briggs also built the Essex, Henry, and Benjamin. For the India trade, he built the large ketches--Eliza, John, and Three Brothers--all very fast ships. The Eliza went to Calcutta on her first voyage, and she completed the trip in nine months and sixteen days, an excellent record. Briggs built Mr. Derby's last ship, Martha, in 1796. Because he built so many ships for Mr. Derby, Briggs* is considered the Derby builder.

Briggs built some ships for Crowninshield and Sons, among them, the Belisarius; also, Boston merchants patronized him.

Joseph Peabody who succeeded Mr. Derby as shipowner became Briggs's best customer. By 1812, he had ordered seven vessels of various types, including the Mount Vernon, Francis, and Glide.

*Ibid., p. 151

Other Builders

Another excellent shipbuilder was Christopher Turner* who had been apprentice to Ebenezer Mann. He built many small vessels, also, the ship Hope which made several voyages to India and Sumatra.

Others who had small shipyards were David and Thomas Magoun, and David Barker.** One of their famous ships was the second Herald, a pepper ship owned by Captain Silsbee.

*Ibid., p. 155

**Ibid., pp. 155, 156

Dependent Trades and Industries

Ship Timber

The timber for these ships was supplied by the forests of Essex and Middlesex Counties, and it was brought in by local farmers on ox carts. As timber became scarce, shipbuilding shifted to the Merrimac and the Pisquatic Rivers, and finally to the Maine coast.

Making of Sails

Shipbuilding depended upon many other trades and industries. As all the ships at this time used sails, securing the duck was of greatest importance. Before 1790, the duck was imported from Russia and Sweden, but later duck factories were established in Salem. The Merrimac Valley provided the flax, and later, many duck factories were developed in that vicinity. The sails, however, were made by hand. The sails for the frigate Essex were the most famous of all the sails made in Salem. The makers were Buffum and Howard. The cloth was made in many different weights so that the weight of the sails could be graduated from the lower to the higher.

Blacksmiths

The blacksmiths did various kinds of iron work. These men were very skilled and turned out by hand whatever iron articles were required. The iron was imported from Sweden and the Baltic countries. As all ships had to have anchors, some needing as many as five, the first Salem Iron Foundry was built in 1795 in Danvers on the river, for the sole purpose of making all

kinds of anchors needed. Later on, they did make other iron articles as nails, axes, shovels, etc.

Small Boats

Small boats were necessary for all vessels, and this gave employment to many small boat builders. Not only were the small boats necessary equipment for all larger vessels, but they were used as a part of the cargo, especially for the trade in the West Indies.

Other Trades

Other trades dependent upon shipbuilding were those of the block-makers, pump-makers, and windlass-makers. The locksmiths, in addition to their regular trade, made different kinds of nautical instruments, such as sextants, quadrants, and compasses.

Some of the ship carpenters were very skilled in wood carving. As many of the shipowners wished decorations, scroll-work around the bows, and carved figureheads, these expert carvers were in great demand. Some of the ships had beautiful ornate decorations in the interior. The wealthy merchants and shipowners had the beautiful carvings in their homes, also, on the mantels, newel posts, and on the doorways.

(Many of these figureheads can now be seen in the Peabody Museum. The original doorways of the mansions of the noted Salem merchants and shipowners can be now seen in excellent condition. On certain occasions, when these mansions are open to the public, one may see these beautiful carvings in the interior.)

kind of anchor fluted. Later on, they did make other iron articles as nails, axes, shovels, etc.

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Cordage

The origin of two early industries of Salem have already been mentioned--the duck factory and the iron foundry. More successful than either of these, was the rope making industry. As late as 1900, a ropewalk was a very conspicuous building, because it was thought necessary to have it as long as the longest rope being made. The buildings increased in length as the size of the vessels increased.

At first, rope was imported; then later, the hemp was imported from Russia. After trade with the East was established, and such large quantities of hemp came from Manila and the East Indies, Salem began making the rope near the shipyards. Thus, a third important early industry had its beginning.

The greatest ropewalk* was that established by Joseph Vincent. He had been in the cordage industry in the shipyard at Kittery, before coming to Salem. His ropewalk was extended gradually as the length of cordage required, until it was one hundred and fifty fathoms (900 feet) in length. The workmen spun their lines as far as the sheds extended, and for long strands, they went outside onto the open platform beyond.

There were other ropewalks in Salem. Captain Harraden, a famous privateer of the Revolution, had one not quite as long as that of Vincent's. Thomas Briggs, a member of Vincent's family, had an important one, and he had his equipped with seats at the end, allowing people to watch his spinners at work.

There were many small ropewalks where the owners worked only in

*Ibid., pp. 161-165

The origin of the early industry of Salem has already been mentioned--the ship factory and the iron foundry. More successful than either of these, was the rope making industry. As late as 1800, a rope-maker was a very conspicuous figure, because it was thought necessary to have it as long as the longest rope being made. The building increased in length as the size of the vessels increased.

At first, rope was imported; then later, the firm was imported from America. After trade with the West was established, and such large quantities of rope came from America and the East Indies, Salem began making the rope near the wharves. Thus, a third important early industry had its beginning.

The rope-maker was then established by Joseph Vincent. He had been in the cordage industry in the shipyard at Kittery, before coming to Salem. His rope-maker was extended gradually as the length of vessels required, until it was one hundred and fifty feet (150 feet) in length. The workmen spun their lines as far as the sheds extended, and for long strands, they went outside onto the open platform beyond. There were other rope-makers in Salem. Captain Parson, a famous privateer of the Revolution, had one not quite as long as that of Vincent's. Thomas Briggs, a member of Vincent's family, had an important one, and he had his supplied with rope at the end, allowing people to watch his spinners at work.

the good weather, for they had no buildings and no protection.

There were many men engaged in this rope-making industry; and when a long cable was finished, they made a gala occasion of the event. One such interesting occasion was when the long cable was taken to the frigate Essex. The workmen all turned out, and with their "woolering" sticks across their shoulders, two by two, they carried the cable down to the ship, singing and shouting, while the drummer and fifer went ahead, playing "Yankee Doodle."*

The greatest part of Salem's activity was due to the shipbuilding industry and its attendant trades. It was, however, definitely dependent upon the ocean-borne trade. The merchants of Salem were the chief customers. Whatever affected the foreign trade also affected every line of industry--from the merchant to the apprentice.

*Ibid., p. 164

VII

THE EFFECT OF THE WAR OF 1812 ON SALEM'S COMMERCE

Commerce from 1789-1807

During the years of Salem's greatest foreign trade, the Napoleonic Wars broke out in Europe. For the next few years the foreign commerce of the world was in a turmoil. By 1805, Napoleon was "master of the continent of Europe;" and Britain was acknowledged as "mistress of the seas." The war really became a struggle for supremacy between Great Britain and Napoleon.

The British planned to starve Napoleon into submission by cutting off his source of supplies; and, Napoleon planned the same procedure with the British. Great Britain blocked the entire French coast at first, and later, the entire western coast of Europe, as well as India; also, she had her cruisers laying off the United States's coast and in the West Indies. Napoleon blockaded the British Isles and British colonies and finally ordered that any neutral vessel submitting to British duties was subject to capture.

The United States remained neutral, but experienced much unpleasantness in her trade. Neutral ships could enter French ports if they first paid a duty in British ports.

In spite of interference from the British warships and the French privateers, the American farmers, shipbuilders, merchants,

*Day, Clive. A History of Commerce. New York, London, Toronto: Longmans, Green and Company, 1922. p. 347

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The United States remained neutral, but experienced much unpleasantness in her trade. Neutral ships could enter French ports if they first paid a duty in British ports.

In spite of interference from the British warships and the French privateers, the American farmers, shipbuilders, merchants,

and workers enjoyed great prosperity. The shipbuilding industry was especially prosperous. The rapid increase in exports was made up chiefly of provisions, a market for which had been created by the war.

In 1789, the new Constitution had given great aids to shipping. Some of these aids were:* (1) a discount of 10 per cent of the tariff duties upon imports brought into this country in ships built and owned by American citizens; (2) the same reduction allowed upon tea imported direct from the East (this was to help the new trade with the Far East) which made the tariff less than half of that of a foreign vessel; (3) duties of six cents a ton imposed on American-built ships owned by Americans upon entering our ports, but thirty cents a ton was charged on foreign-built and owned ships; (4) American ships in coastwise trade paid tonnage duty only once a year, whereas the foreign ships paid it upon every entry.

Sailors' wages** rose from eight to thirty dollars a month and foreigners became naturalized in order to partake of the huge profits of American ship owners.

The registered tonnage in foreign trade increased from 123,893 tons in 1789 to 810,163 in 1807; exports from \$19,012,041 in 1792 to \$108,343,150 in 1807; and imports from \$29,200,000 in 1792 to \$246,843,150 in 1807.*** The proportion of this

*Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers, 1924. p. 245

**Ibid., p. 248

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Salaries, wages, and profits rose from eight to thirty dollars a month and foreigners became naturalized in order to partake of the huge profits of American ship owners.

The registered tonnage in foreign trade increased from 125,000 tons in 1789 to 210,125 in 1807; exports from \$12,012,000 in 1789 to \$106,243,180 in 1807; and imports from \$29,200,000 in 1789 to \$243,643,150 in 1807.*** The proportion of this

***Tanner, Harold Underwood. *American Economic History*. New York and London: Harper & Brothers, 1924, p. 243.
*Ibid., p. 243.
**Ibid., p. 243.

trade carried in American ships increased from 23.6 per cent in 1789 to 92 per cent in 1807.

The following statistics show the importance of trade in Salem during the years 1806 and 1807:

During 1806 and 1807, fifteen hundred and forty-two vessels arrived from foreign ports and the average annual customs duties were \$755,157.90.*

In 1806, Salem owned in all branches of trade 34 ships; in 1807, Salem owned in all branches of trade 76 ships.**

In 1800-1807, Salem collected in customs duties \$755,157.90; in 1807, Salem collected in customs duties \$16,493,434.***

Although these European blockades resulted in the capture of about sixteen hundred American ships and \$60,000,000 worth of property,**** the large profits of successful blockade-running kept the American flag on the high seas.

All this great prosperity came to a stop in 1807.

Embargo Act of 1807

When the French and British began to impress our men, the United States protested loudly. Because the sailors' wages and conditions of working were so much better, many British sailors deserted the British navy; in search for them, the British officers would impress our men. Of course, the United States

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 246

**Ibid., p. 247

***Ibid., p. 247

****Faulkner, Harold Underwood and Kepner, Tyler. America -- Its History and People. New York and London: Harper Brothers, 1942. pp. 179, 180

Trade carried in American ships increased from 22.8 percent in 1789 to 82 percent in 1807.

The following statistics show the importance of trade in

Salem during the years 1805 and 1807:

During 1805 and 1807, fifteen hundred and forty-two vessels arrived from foreign ports and the average annual customs duties were \$733,157.80.

In 1805, Salem owned in all branches of trade 54 ships; in 1807, Salem owned in all branches of trade 78 ships.

In 1805-1807, Salem collected in customs duties \$733,157.80; in 1807, Salem collected in customs duties \$1,292,434.

Although these European blockades resulted in the capture of about sixteen hundred American ships and \$50,000,000 worth of property, the large profits of successful blockade-running kept the American flag on the high seas. All this great prosperity came to a stop in 1807.

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*Phillips, James Duncan. Salem and the Indians. Boston: Houghton Mifflin Company, 1917. p. 247

*Ibid., p. 247
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***Finn, Harold Underwood and Robert, Tyler. American History and Geography. New York and London: Harper Brothers, 1911. pp. 179, 180

protested the right of either British or French to order her men about on the high seas.

Matters came to a head in 1807 when Congress passed the Embargo Act* which prohibited American ships from sailing to foreign ports and allowed coasting trade only under condition that the owner give bonds double the value of the cargo that the same be relanded in the United States. This applied to even the smallest fishing vessel. Instead of starving Great Britain into submission, it nearly ruined our own shipping.

American exports dropped from \$108,343,150 in 1807 to \$22,430,960 in 1808; imports from \$138,500,000 to \$56,990,000.**

This embargo was more disastrous than actual war would have been. Not one vessel cleared for any foreign port in the ordinary trade. From every port in America resolutions and protests demanding redress were sent to Washington. But, President Jefferson did not seem to help. He thought he was hurting Great Britain, but he was actually helping her to enforce the blockade of Europe, and by so doing gave the monopoly of commerce of the world.***

Effect of the Embargo on Salem

The results of the Embargo Act were so disastrous, especially in New England, that many towns adopted resolutions against the act. Because so many Salem ships had been attacked

*Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers, 1924. p. 250

**Ibid., p. 250

***Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 267

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*Bainbridge, Harold Underwood. American Economic History.
 New York and London: Harper & Brothers, 1924. p. 280
 **Ibid., p. 280
 ***Phillips, James Munroe. Salem and the Indians. Boston:
 Houghton Mifflin Company, 1917. p. 107

the Salem merchants decided to arm their vessels for safety.

In December, Salem was plunged into gloom! The Embargo Act was strictly enforced, and no vessel could leave the port. This was a severe hardship, for Salem depended upon coastwise trade for many provisions and lumber, and of course, for her most important fishing industry. The amount of bond was far too high for many of these ship owners in addition to the great risk necessary to take to insure a voyage.

Many vessels from Salem* were caught in the Embargo--in fact, one hundred seventeen. Sixteen were on India and China voyages, twenty-three were on European voyages, twenty-one were in the West Indies, and one was at Africa. This number does not take into consideration all the fishing fleet and the many coastwise vessels.

The ships in Salem harbor lay idle; the sailors were in need; and the families of many were in dire need. Commerce, industry, agriculture--all were at a standstill. Great suffering resulted and many became dependent on the 'soup kitchen'.**

Repeal of the Embargo

In March 1809, the Embargo was repealed, and in its place was substituted the Non-Intercourse Act*** which prohibited trade with Great Britain and France and their possessions.

*Ibid., p. 266

**Ibid., p. 273

***Faulkner, Harold Underwood. American Economic History. New York and London: Harper & Brothers, 1924. p. 251

the Salem merchants decided to send their vessels for sale.
In December, Salem was shrouded in gloom. The harbor
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Many vessels from Salem were on the stocks--in
fact, one hundred and twenty. Sixteen were on India and China
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^{***} Ibid., p. 285
^{***} Ibid., p. 278
^{***} "Ibid., p. 278. Samuel, Harold Underwood, American Economic History
New York and London: Harper & Brothers, 1934, p. 281

A rush to resume trade took place immediately. From that time until the end of the year, two hundred fifty-six vessels cleared for European ports, the West Indies, Sumatra, Canton, and India.* The voyages to the East were very successful, netting from \$100,000 to \$300,000 a voyage.** Within the year, all those ships which sailed to Sumatra and Canton arrived safely with rich cargoes of pepper and tea, as well as those which went to India. The ships which went to European ports did not fare as well. Their cargoes were confiscated, and many ships were seized by the French privateers.

In spite of these dangers, however, the Salem ships kept going. In 1810 and on into 1811, trade became more difficult, but the ships continued to carry on commerce with all parts of the world.

Early in 1812, news of another embargo reached Salem. The purpose of this one was to attempt to force the great powers of Europe to respect our rights, but secretly intended to keep our ships at home in anticipation of war. All foreign sailings from Salem stopped, but coastwise trade continued, and privateering therefore increased.

By 1812, the Salem fleet was all over the world, and they had little idea that a great naval war would take place. They did take great risks, but these risks produced great profits. By March 1812, England had impressed 6,257 Salem seamen.***

*Phillips, James Duncan. Salem and the Indies. Boston: Houghton Mifflin Company, 1947. p. 318

**Ibid., p. 281

***Ibid., p. 372

A rush to resume trade took place immediately. From that time until the end of the year, two hundred fifty-six vessels cleared for European ports, the West Indies, Sumatra, Ceylon, and India.* The voyages to the East were very successful, netting from 100,000 to 250,000 a voyage.** Within the year, all those ships which sailed to Sumatra and Ceylon arrived safely with their cargoes of pepper and tea, as well as those which went to India. The ships which went to European ports did not fare as well. Their cargoes were confiscated, and many ships were seized by the French privateers.

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By 1613, the Salem fleet was all over the world, and they had little idea that a great naval war would take place. They did take great risks, but these risks produced great profits. By March 1614, England had imposed a 20% sales tax on them.***

*Whittier, James. Salem and the Indies. Boston: Houghton Mifflin Company, 1917. p. 315.
**Ibid., p. 321.
***Ibid., p. 312.

Declaration of War

The difficulties with American commerce still continued until on June 18, 1812, President Madison declared war against Great Britain.*

New England suffered most under the Embargo and Enforcement Act, and had endured many hardships. When the British ships and British soldiers descended upon her seaports, burning and pillaging, she fought bravely. At this crisis, two hundred and fifty vessels were called for by the Navy; Salem furnished forty of that number.

Privateering

During this period of war, there had been many privateers. One of the most interesting of these was the Grand Turk, built for that purpose in 1812. She was a very fast sailer, and she carried eighteen guns and a crew of one hundred and fifty men. Twenty-seven men owned this ship, and they all received very bountiful returns on their investment, because the Grand Turk brought in excellent prizes.

After a cruise of one hundred and three days, the Grand Turk arrived in Salem with only forty-four of the original crew, the rest of them having been assigned to captured prizes, and fifty prisoners. She captured seven vessels, one with an invoice of £30,000 sterling, and on board goods worth \$20,000.

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Privateering

During this period of war, there had been many privateers. One of the most interesting of these was the Grand Turk, built for that purpose in 1812. She was a very fast sailer, and she carried eighteen guns and a crew of one hundred and fifty men. Twenty-seven men owned this ship, and they all received very doubtful returns on their investment, because the Grand Turk brought in excellent prizes.

After a cruise of one hundred and three days, the Grand Turk arrived in Salem with only forty-four of the original crew, the rest of them having been assigned to captured prizes, and fifty prisoners. She captured seven vessels, one with an invoice of £50,000 sterling, and on board goods worth \$80,000.

*Fennimore, Harold Underwood, American Economic History, New York and London: Harper & Brothers, 1922, p. 221.

Following are extracts of the journal of the Grand Turk, kept on her last cruise:*

"Sunday, Feb. 19th, at 5.30 P. M. saw a sail in the north. At 9 A. M. boarded the brig Foven, Francisco, under Spanish colors, from Pernambuco for London, with a cargo of tea, coffee, sugar, and cinnamon, consigned to British merchants. By examination of one of the crew who states the cargo to be British property, and some letters and invoices, I have every reason to believe the property to be bona fide British. Accordingly manned her with Nathaniel Archer as prize-master, and ordered her to the United States."

"Tuesday, Feb. 21st, at 5 P. M. saw a sail in the south standing to the northward. Lay by for her. At 6.30 boarded her. She proved to be the British ship Active, of Liverpool, bound for Rio Janeiro to Maranham in ballast. Took from her seven bags of specie, containing 14,000 millrees, equal to \$17,500, and manned her out, to keep company during the night. At daylight boarded, dismantled, and scuttled her."

"Saturday, March 18th, at 2 P. M. came up and spoke a Portuguese brig from Africa bound to Rio Janeiro with a cargo of slaves. Filled away in pursuit of a second sail in the northwest. At 4.30, she hoisted English colors, and commenced firing her stern guns. At 5.20, took in the steering sails; at the same time she fired a broadside. We opened fire from our larboard battery, and at 5.30 she struck her colors. Got our boats and boarded her. She proved to be the British brig Acorn from Liverpool for Rio Janeiro, mounting fourteen cannon and having a cargo of dry goods. At 5.50, we received the first boatload of goods on board. Employed all night in discharging her."

Many more accounts like the above could be given to show how privateering was carried on during this period of Salem's foreign commerce.

*Trow, Charles E. Old Shipmasters of Salem. New York and London: G. P. Putnam's Sons, 1905. p. 97

Following are extracts of the Journal of the Grand Turk,

kept on her last cruise:

"Sunday, Feb. 18th, at 5.30 P. M. saw a sail in the north. At 8 A. M. boarded the ship Rever, English, under Spanish colors, from Pernambuco for London, with a cargo of tea, coffee, sugar, and cinnamon, consigned to British merchants. By examination of one of the crew who states the cargo to be British property, and some letters and invoices, I have every reason to believe the property to be bona fide British. Accordingly named her with Nathaniel Archer as prize-master, and ordered her to the United States."

"Tuesday, Feb. 19th, at 8 P. M. saw a sail in the south according to the northward. Lay by for her. At 5.30 boarded her. She proved to be the British ship Active, of Liverpool, bound for Rio Janeiro to Maracaibo in ballast. Took from her seven tons of specie, containing 15,000 milled, equal to \$17,500, and named her out, to keep company during the night. At daylight boarded, dismantled, and sent her."

"Saturday, March 18th, at 2 P. M. came up and spoke a Portuguese brig from Africa bound for Rio Janeiro with a cargo of slaves. Tilted away in pursuit of a second sail in the northwest. At 4.30, she hoisted English colors, and commenced firing her stern gun. At 5.30, took in the starboard sail; at the same time she fired a broadside. We opened fire from our starboard battery and at 6.30 she struck her colors. Got our boats and boarded her. She proved to be the British brig Agona from Liverpool for Rio Janeiro, mounting fourteen cannon and having a cargo of dry goods. At 8.30, we received the first despatch of goods on board. Employed all night in discharging her."

Many more accounts like the above could be given to show how riveting was carried on during this period of Salem's foreign commerce.

*Trow, Charles E. Old Exchanges of Salem. New York and London: G. P. Putnam's Sons, 1903. p. 27.

Chesapeake and Shannon

On June 1, 1813,* the whole town of Salem was summoned to the hills, overlooking the sea, by the roar of the broadsides. That meant another engagement between a United States frigate and a British-man-of-war. There, the people saw that the American frigate Chesapeake, commanded by Captain James Lawrence, had pulled along side the British Shannon, and the first broadsides had been exchanged. The people cheered for Captain Lawrence.

Previous to this event, Captain Lawrence, with the sloop-of-war Hornet, had completely annihilated the proud British Peacock, a warship of such superior armament, that the English could not recover from the shock of its loss.

Because of this attack, Captain Broke, of the Shannon, had been on the lookout for Captain Lawrence. That day he challenged him to come out with his new Chesapeake and engage with him. Captain Lawrence accepted the challenge. As the people on the shore were watching, there seemed to be a strange commotion on the sea. Something seemed to be going wrong. Suddenly the Chesapeake fouled with the Shannon and got out of control. In no time, the British were swarming over her side, clearing their way with gunfire. A shot felled Captain Lawrence. "Don't give up the ship!" he shouted, as he fell. "Fight her till she sinks!" His men obeyed. Never had there been such

*Ibid., pp. 106-108

Chesapeake and Shannon

On June 1, 1813,* the whole town of Baltimore was summoned to the hills, overlooking the sea, by the sound of the bells. That meant another engagement between a United States frigate and a British man-of-war. There, the people saw the

American frigate Chesapeake, commanded by Captain James Lawrence, had pulled along side the British Shannon, and the first broadsides had been exchanged. The people cheered for Captain Lawrence.

Previous to this event, Captain Lawrence, with the ship-of-war Hornet, had completely annihilated the proud British Leacock, a warship of such superior armament, that the English could not recover from the shock of its loss.

Because of this attack, Captain Brooke, of the Shannon, had been on the lookout for Captain Lawrence. That day he challenged him to come out with his new Chesapeake and engage with him. Captain Lawrence accepted the challenge. As the people on the shore were watching, there seemed to be a strange connection on the sea. Something seemed to be going wrong. Suddenly the Chesapeake tumbled with the Shannon and got out of control. In no time, the British were sailing over her side, clearing their way with gunfire. A shot killed Captain Lawrence. "Don't give up the ship!" he shouted, as he fell. "Fight her till she sinks!" His men obeyed. Never had there been such

fighting. In less than fifteen minutes, two hundred and fifty men met their death on both sides.

Two months later, Captain George Crowninshield* after procuring proper papers from Washington, chartered, at his own expense, the brig Henry, and with a selected crew of shipmasters, sailed to Halifax to recover the bodies of Captain Lawrence and Lieutenant Ludlow. He brought them to his wharf in Salem. From there, on the twenty-third of August, with the whole town following, the bodies were borne to their burial amid honors never before accorded to any heroes in the history of Salem. On August 31, the bodies were interred in Trinity Church, in New York.

End of War

On February 9, 1814, the war came to a close, and all hostilities ceased. The rights of the Americans on the high seas were as they had been before the war.

The war left Salem, however, stripped of much that had made her rich and prosperous. Of her two hundred registered vessels, only fifty-seven remained; the rest were lost, captured, or sold abroad. Salem never regained the distinguished position as leader in foreign trade which she had held since the Revolution.

*Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 199

VIII

THE CLIPPER SHIP ERA

Characteristics

Following the War of 1812, American shipping experienced a new era of prosperity. The Federal government succeeded in making new treaties which abolished the duties and laws that had hindered our trade. The sailing vessels became larger and specialized in high-grade freight and passenger service to the principal ports of northern Europe. There was no part of the world with which the Yankee shipper did not carry on his trade.

In this new era, the clipper ships were in great demand. They were without question, the most beautiful ships ever built. The clippers were distinguished by their hull lines, greatest depth well aft, their flush decks, and raking masts. They were definitely associated with the Oriental trade to China and India.

Dennison* gives this simile of the clipper ship:

"There is something appropriate in the fact that the first clipper should have been a carrier of tea. There is a cleanness and delicate sharpness about China tea that suggests the clipper ship. The bow of the clipper was thin, like the first sip of tea. The greatness of the tea is in the aftertaste. Tea immediately cuts into the water when the two liquids are mixed; the clipper ship's bow could slice through a wave of frothing on top."

*Dennison, Archibald Campbell. America's Maritime History. New York: G. P. Putnam's Sons, 1944, p. 94

THE CLIPPER SHIP

Introduction

Following the War of 1812, American shipping experienced a new era of prosperity. The Federal Government succeeded in making new treaties which abolished the duties and laws that had hindered our trade. The sailing vessels became larger and specialized in high-grade freight and passenger service to the principal ports of northern Europe. There was no part of the world with which the Yankee clipper did not carry on his trade. In this new era, the clipper ships were in great demand. They were without question, the most beautiful ships ever built. The clipper were distinguished by their hull lines, graceful, sleek, and their light, open decks, and racing masts. They were definitely associated with the Oriented trade to China and India. Pennington gives this simile of the clipper ship:

"There is something so noble in the fact that the first clipper ship has been a carrier of tea. There is a cleanliness and delicate sharpness about China tea that suggests the clipper ship. The bow of the clipper was thin, like the first tip of tea. The keelson of the tea is in the after part. The keelson of the clipper was in the water when the two lipids first met. The clipper ship's bow could slice through a wave of foaming sea."

Need for Fast Ships

For many years, American ships had been going out to China. Those from Salem went by way of the Cape of Good Hope, and those from Boston went by way of the Horn. Later, however, it became the general practice of all New England ships to sail around the Cape of Good Hope, across the Indian Ocean, through Sundra Strait, and then north through the China Sea. This way, they avoided the ferocity of the wind and sea at the Horn, but often ran into varied and unpredictable types of weather south of Africa. Monsoons, typhoons, and doldrums, as well as northwest gales in the Atlantic furnished the skipper with an opportunity to show his complete art of seamanship.

Speed was not only desirable but necessary in the tea trade, for it was believed that tea lost some of its flavor on long voyages, and the quicker it was turned over, the greater the profit. Fast ships were in great demand everywhere, but especially so for the China run. Six months and sixteen days stood as the standard time required for this trip.

Building the Clippers

This great desire for fast vessels stimulated another boom in shipbuilding. Generations of shipbuilders had produced the best skilled workmen in the world, and this fact added to the low cost of material enabled New England to build more cheaply than in Europe, in spite of the higher wages paid to the men.

To Donald McKay goes the honor of building the fastest ships. He appreciated and emphasized their beauty and at the

Need for Fast Ships

For many years, American ships had been going out to China. These from Salem went by way of the Cape of Good Hope, and those from Boston went by way of the Horn. Later, however, it became the general practice of all New England ships to sail around the Cape of Good Hope, across the Indian Ocean, through Sumatra Strait, and then north through the China Sea. This was, they avoided the perils of the wind and sea at the Horn, but often ran into varied and unpredictable types of weather south of Africa. Moreover, typhoons and cholera, as well as northwest gales in the Atlantic, retarded the ships with an opportunity to show the complete art of seamanship.

Speed was not only desirable but necessary in the case of China, for it was believed that tea lost some of its flavor on long voyages, and the quicker it was turned over, the greater the profit. Fast ships were in great demand everywhere, but especially so for the China run. Six months and sixteen days stood as the standard time required for this trip.

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same time engineered their faultless hulls for minimum water-resistance and maximum buoyancy. He used only the best materials and fastidious craftsmanship in the production of his clippers.

Lieutenant Morrison* of the United States Navy said that never in these United States had the brain of man conceived or the hand of man fashioned so perfect a thing as the clipper ship.

Among McKay's famous clippers was the Flying Cloud, built in 1851. It figured 1793 tons, and was 525 feet long. This beautiful ship was in command of Captain Josiah P. Creesy of Salem. He seemed always to be able to coax her along, whether he was in a doldrum, rough sea, battling with wicked winds, or in a dense fog. She did, however, go aground in 1874, and later burn when she was being repaired.

Another of the clippers was the Donald McKay which attained the speed of 421 miles in a single day. The Lightning attained the greatest record for any sailing vessel, that of 436 miles in a single day.

Demand for Clippers

The speed of the clipper ship attracted the attention of naval architects generally, and Great Britain and America competed with each other in producing vessels which should be fast sailers. This type of ship besides being excellent for the tea trade was desirable in the opium and slave trade.

*Dennison, Archibald Campbell, Lt. in U. S. Navy. America's Maritime History. New York: G. P. Putnam's Sons, 1944. p. 100

Prosperity of the years from 1820 on provided a steady market and the world conditions helped maintain these good markets.

In Canton, six British ships were waiting for cargoes of tea. They had seen the American clippers come in to port, discharge their cargoes, and promptly reload with tea. Gradually they reduced freight tariffs from two shillings to one shilling per cubic foot, but still their holds were empty. Americans were asking three shillings and got the trade.

American clippers arrived and discharged their cargoes of tea in London. They made the passage in three months, instead of six months required by the British. When the American clippers arrived at the dock, the British sailors, shipowners, and tea merchants admired them, and wished they had some like them. The British shipbuilders were told to go to the docks and measure the American ships, so as to be able to copy them. Designers were inspired; shipwrights became skillful and eager; materials were close at hand; and merchants and shipping men, brave and adventurous, generously gave of their money.

In 1848, gold was found in California, and this inspired thousands to migrate. The fast capacious clipper met that boom as nothing else could.

Decline of the Clipper Trade

Booms do not last, and when the great activity caused by the gold rush was over, that important source of revenue for the clipper ships was gone.

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the merchants advised them and wished they had come five years
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rials were close at hand; and merchants and shipping men, brave
and adventurous, generously gave of their money.

In 1842, gold was found in California, and this inspired
thousands to migrate. The first California clipper was built
before anything else could.

Decline of the Clipper Trade

Gold was not fast, and when the great activity caused by
the gold rush was over, that important source of revenue for the
clipper ships was gone.

At this time there seemed to be several reasons which brought about the decline in American shipping.

The clippers were very expensive to run, and to keep in repair. Insurance rates were very high, and large crews were necessary. There had been an over-production of the clippers just when the more far-seeing shipbuilders were turning from wood and canvas to iron and steam. The Yankee traders were so confident in the superiority of the clippers that they were blind to the fact that the sea belonged to the nation which could build the cheapest and best iron steamship. By 1850, one-fourth of the British tonnage was of iron, while scarcely any iron ships were being built in the United States.

The interests of the adventurous youths were turning to the West rather than to the sea.

The capitalists who had invested money in manufacturing and building of railroads* were securing as much profit as they had formerly secured from the sea.

The Civil War** was responsible for great losses in shipping; the dislocation of trade formerly between the North and the South was very great. Many ships had been sold abroad. The North lost two hundred sixty-one vessels. Fear of capture caused a decline in tonnage more than the actual losses at sea. American ship-owners found profits eaten up by heavy insurance

*Day, Clive. A History of Commerce. New York, London, and Toronto: Longmans, Green and Company, 1922. p. 559

**Ibid., pp. 558, 559

charges. The United States came out of the war with about a million tons* less shipping than it owned at the beginning.

The clipper ships never recovered from the effects of the Civil War, and this loss made ship-owners retire from shipping and turn to other activities.

*Ibid., 559

IX

END OF SALEM'S ERA OF SUPREMACY

From 1785-1815, Salem had enjoyed thirty years of great prosperity, with the exception of three war years, and also had held the supremacy in overseas trade.

With the close of the war, however, this era of her history came to an end, and a new one began.

This new era saw a new generation of men and ideas control the town, then about 12,000 population. In 1836, when Salem became a city, many changes followed.

There were all types of people in the city of Salem. Some were well-to-do gentlemen; several hundred were shipmasters; the sailors who found themselves without ships, joined the groups of mechanics who spun rope, made sails, tended the wharves and warehouses, or retired to fishing and coastwise trade. The retail merchants, of whom there were many, became direct importers, and as the ships brought in goods which they had ordered, they immediately sold them, shipping large quantities to customers in surrounding localities.

Cotton mills and leather factories utilized the wealth of idle shipmerchants and gave employment to an immigrant population that followed the lead of industrialism.

The clipper ship became a part of this new era, and was very important until about 1860. At this time the iron steamship had become very popular, and the wooden sailing vessels of

END OF SALER'S ERA OF PROSPERITY

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This new era saw a new generation of men and ideas coming to the town, then about 12,000 population. In 1820, when Salem became a city, many changes followed.

There were all types of people in the city of Salem. Some were well-to-do gentlemen; several hundred were shipbuilders; the sailors who found themselves without ships, joined the groups of mechanics who spun rope, made sails, tended the wharves and warehouses, or retired to fishing and coastal trade. The retail merchants, of whom there were many, became direct importers, and as the ships brought in goods which they had ordered, they immediately sold them, shipping large quantities to customers in surrounding localities.

Cotton mills and leather factories utilized the wealth of the shipbuilders and gave employment to an immigrant population that followed the lead of industrialism.

The clipper ship became a part of this new era, and was very important until about 1850. At this time the iron steamship had become very popular, and the wooden sailing vessels of

Salem and New England could not compete with them. Those men who had invested much money in clippers did not continue their interest in shipping, for they had, during this period, invested in manufacturing and railroads and had received favorable profits from the new industries.

New industries and the Civil War brought Salem's supremacy in shipping and trade to an end, and Salem became an industrial city.

The following quotation from the dedication of the City Hall Extension, delivered by His Honor, the Mayor, Henry L. Williams, in 1876, shows the changes in the commercial importance of Salem:

"The commercial character of our city, it is true has changed essentially from what it was thirty-eight years ago. The time was when Salem stood sixth in rank among the commercial places in America. Thirty-eight years ago, Salem ships floated on every sea, and brought to our wharves the products of every clime; this being their home and here many of them were built, their repairs and their outfits, gave to the sea-side of Salem a business-like appearance.

"For a long series of years the East India trade was carried on from here to a greater extent than from any other port in the United States. Now has come the change. The building of the railroad and the telegraph has swept from the smallest ports in our country, to its great commercial centers, the foreign trade that they formerly enjoyed.

"This change has caused an almost entire disappearance from our harbor of Salem ships, but we have, in their place, an important provincial and coastwise traffic, employing, as will be seen by the following facts obtained from the Custom House records, double the tonnage of thirty-eight years ago.

"In 1838, there arrived at Salem, from foreign and coastwise ports, vessels measuring about 120,000 tons.

Salmon and his friends could not compare with them. Those men who had invested much money in shipping did not continue their interest in shipping, for they had, during this period, invested in manufacturing and railroads and had received favorable profits from the new industries.

New industries and the Civil War brought Salmon's prominence in shipping and trade to an end, and Salmon became an industrialist.

City.

The following quotation from the dedication of the City Hall Extension, delivered by Mr. Henry, the Mayor, Henry I. Williams, in 1878, shows the changes in the commercial importance of Salem:

"The commercial character of our city, it is true, has changed substantially from what it was thirty-eight years ago. The time was when Salem stood alone in rank among the commercial places in America. Thirty-eight years ago, Salem ships floated on every sea, and brought to our shores the products of every clime; this being their home and ware house of them, and being their agents and their outlet, gave to the residents of Salem a business-like appearance.

"For a long series of years the East India trade was carried on from here to a greater extent than from any other port in the United States. Now has come the change. The building of the railroad and the telegraph has swept from the seaboard coast in our country, to the great commercial centers, the foreign trade that they formerly enjoyed.

"This change has caused an almost entire disappearance from our harbor of Salem ships, but we have, in their place, an important freight and passenger trade. This, however, as will be seen by the following facts obtained from the Custom House records, double the tonnage of thirty-eight years ago.

"In 1866, there arrived at Salem, from foreign and coastwise ports, vessels amounting about 120,000 tons.

X
HIGHLIGHTS OF THE ERA
OF
SALEM'S TRADE WITH THE ORIENT

Luxuries

During the height of Salem's trade with the Orient, life in the town became very interesting. No other town in America had as many contacts with all parts of the world as Salem. Every ship brought wealth, from some far corner of the earth, into her port.

Among the luxuries, enjoyed by the women especially, were the beautiful tapestries, damasks, and shawls from France; blue Canton china dishes, ivory carvings, silks, lacquer tea sets, and sandalwood from China; dainty textiles from India; and silver, and cutlery with some styles with pearl handles from the British Isles.

There was also an abundance and variety of food. These ships from the Orient provided the well-to-do families with many luxuries in food: sugared ginger root from China; olives and olive oil from Italy; figs and dates from Smyrna; pepper--red, white, and black--from Sumatra; coffee from Arabia; and tea from China.

Alcoholic beverages were plentiful: rum from New England; brandy, claret, and burgundy from France; sherry and port from Spain and Portugal; and a variety of wines from Italy.

2
HIGHLIGHTS OF THE ERA
OF
SABER'S TRADE WITH THE ORIENT
Luxuries

During the height of Salem's trade with the Orient, life in the town became very interesting. No other town in America had as many contacts with all parts of the world as Salem. Every ship brought wealth from some far corner of the earth, into her port.

Among the luxuries, enjoyed by the women especially, were the beautiful regentias, shawls, and scarves from France; blue Canton china dishes, ivory carvings, silk, lacquer tea sets, and sandalwood from China; dainty textiles from India; and all-
var, and jewelry with some styles with pearl handles from the British Isles.

There was also an abundance and variety of food. Those ships from the Orient provided the well-to-do families with many luxuries in food: sugar and honey sent from China; olives and olive oil from Italy; figs and dates from Syria; pepper--red, white, and black--from Sumatra; coffee from Arabia; and tea from China.

Alcoholic beverages were plentiful: rum from New England; brandy, sherry, and port from France; and a variety of wines from Italy.

Culture

Architecture

The handicrafts of the town resulted in the development of their beautiful ships and houses. Samuel McIntire, the most famous of the Salem architects, built many of the beautiful houses on Chestnut, Essex, and Federal Streets, and Washington Square, before 1811. His exceptional skill, and artistic taste for beauty and refinement were also shown in his mantels, cornices, and furniture. Everything he made stands as a great monument to him.

The architecture of the houses of this period had definite characteristics. Because wood was so plentiful in New England, and convenient and economical to use, most of the houses were made of wood. Many of the larger houses contained three stories, and if the house was located on the coast, it had a cupola on the roof, making it possible for the shipmaster or shipowner to watch his ships enter and leave the harbor.

The interior of these houses often had four rooms to a floor, with a stair hall, or a large hall running through from the front to the back. The same motifs were used in all the decorations of the mantels, overmantels, ceilings, and stairways. There was often beautiful paneling and wainscoting, and exquisitely carved cornices and modellings. Some of the finest woodwork was in the banisters. Although the handrail was usually left plain, the spirals of the spindles were of different sizes, in regular succession, a spindle with small spirals

Outline

Architecture

The handicrafts of the town resulted in the development of their beautiful ships and houses. Several colonies, the most famous of the ship architects, built many of the beautiful houses on Chesapeake, Hudson, and Federal Streets, and Washington Square, before 1811. His exceptional skill, and artistic taste for beauty and refinement were also shown in his houses, churches, and fortifications. Everything he made seemed to be a great monument to him.

The architecture of the houses of this period was definitely characteristic. These were as a general rule in New England, and convenient and economical to use, most of the houses were made of wood. Many of the larger houses contained three stories and if the house was located on the coast, it had a cupola on the roof, making it possible for the shipmaster or shipowner to watch his ships enter and leave the harbor.

The interior of these houses often had four rooms on a floor, with a central hall, or a large hall running through from the front to the back. The same motifs were used in all the decorations of the mantels, overmantels, ceilings, and stairways. There was often beautiful paneling and wainscoting, and especially carved cornices and moldings. Some of the finest work was in the paneling. Although the paneling was cut with left grain, the spindles of the spinners were of different sizes, in regular succession, a spindle with small spindles

being followed by one with larger ones, and so on.

All the exterior decorations were concentrated on the doorways. They were plain at first, but later became very ornate. The beautiful swan's-neck motif over the doorways and the graceful fanlight became popular.

At the present time, one may see many of these beautiful houses in the original beauty, and on special occasions, one may see the interiors. Salem's architecture is world famous, and it made its appearance in the days when the shipmerchants and shipowners made their fortune in the trade with the Orient.

Marine architecture of this era created the ships that were likewise world famous. They went to all parts of the world. Whether the ship was for the coastwise trade with the West Indies, or for trade with the Indies, China, and the islands of the seas, the ships were regarded so superior that all countries became envious of their workmanship as well as their speed.

Shipbuilding was the outstanding industry of Salem from the very beginning of the settlement through its era of supremacy in foreign trade. Even today, in towns of Marblehead and Ipswich (formerly a part of Salem) shipbuilding is carried on.

Since so much has been written in previous chapters* on shipbuilding, it will not be repeated in this chapter.

Art

When the Salem ships went on their many long voyages, they sometimes stopped at Marseilles. The captains induced the artist

*Refer to Pages 4, 58-60, and 76.

being followed by one with larger ones, and so on.

All the exterior decorations were concentrated on the doorways. They were plain at first, but later became very ornate. The beautiful semi-circular motifs over the doorways and the graceful balustrades became popular.

At the present time, one may see many of these beautiful houses in the original beauty, and on special occasions, one may see the interiors. Salas's architecture is world famous, and it made its appearance in the days when the shipbuilding and shipping made their fortune in the trade with the Orient.

Another characteristic of this era created the ships that were likewise world famous. They were so all parts of the world.

Whether the ship was for the coastwise trade with the West Indies, or for trade with the Indies, China, and the islands of the sea,

the ships were regarded as superior that all countries became jealous of their workmanship as well as their speed.

Shipbuilding was the outstanding industry of Salas from the very beginning of the settlement. Through its era of supremacy

it found its way. Even today, in towns of Scotland and Ireland (formerly a part of Salas) shipbuilding is carried on.

Since so much has been written in previous chapters on shipbuilding, it will not be repeated in this chapter.

ART

When the Salas ships went on their many long voyages, they sometimes stopped at Versailles. The capital influenced the artist

Anton Roux to paint pictures of their ships. Sometimes, they desired a portrait of themselves. In this manner, many of the famous ships and shipmasters were painted. These beautiful paintings may be seen in the Marine Room of the East India Museum.

An excellent Italian artist, Michele Felicé Corné* arrived in Salem in 1799. He was a marine artist, and he made a painting of the vessel Mount Vernon on which he had come to America. He painted many others, and he soon began teaching painting to the ambitious young artists of the city.

Religion

The religious life of Salem interested all of the people. Church services were held and attended regularly. The people were very strong in their beliefs, and they definitely had an effect upon their daily lives. They had great faith in God, and faith in themselves. That strong faith gave the seamen the courage which enabled them to venture on the long voyages to the unknown places of the world.

Because of Salem's contacts with India, and the experiences told by the seamen on their return from their long voyages, a great interest was aroused in foreign missions. It was during this era, that Adoniram Judson** became the first American missionary to India. He was ordained in the Tabernacle Church in

*Winwar, Frances. Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 182

**Ibid., pp. 215-223

Andon Koss to paint pictures of their ships. Sometimes, they
desired a portrait of themselves. In this manner, many of the
famous ships and explorers were painted. These beautiful
portraits may be seen in the Marine Room of the East India
Museum.

An excellent Italian artist, Michele Felice Corne^o arrived
in Salem in 1792. He was a native artist, and he made a portrait
of the vessel Good Hope on which he had come to America.
He painted many others, and he soon began teaching painting to
the ambitious young artists of the city.

Salem

The religious life of Salem interested all of the people.
Church services were held and attended regularly. The people
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Because of Salem's contacts with India, and the experiences
told by the seamen of their return from their long voyages, a
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this era, that Abraham Anderson^o became the first American mis-
sionary to India. He was ordained in the Methodist Church in

^oWinnipeg, Minnesota. Further History--The Story of Salem, New
York: Robert M. McBride and Company, 1932. p. 132
^oIbid., pp. 115-122

Salem, on February 19, 1812, and sailed on the Salem brig Caravan for India. Such was the beginning of Foreign Missions in the United States as the people endeavored to spread Christianity through the Far East.

One Salem merchant, John Norris, so felt the interest in the need of foreign missions that he gave \$10,000, and later, by his will, upon the death of his wife, gave \$30,000 to Andover Academy, and a similar amount to the founding of a missionary society.

Education

The public schools at this time were for those children whose parents could not afford to pay for their education. The well-to-do parents educated their own children. There were several free public schools in various sections of the town for boys below the eighth grade. Later, more schools were opened for the younger children. The grammar school was equivalent to a high school.

There were many private schools. For girls, the training specialized in reading and sewing. Among these schools was the "Salem Female School,"* established in 1731. For boys, the schools prepared for college. Many of the boys of the well-to-do families went to college, many attending Harvard. Between 1811 and 1819, forty Salem boys graduated from Harvard.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879.
p. 106

Salem, on February 12, 1811, and called on the Salem Society for Foreign Missions. Such was the beginning of foreign missions in the United States as the people endeavored to spread Christianity through the far East.

One Salem merchant, John Norton, so felt the interest in the need of foreign missions that he gave \$10,000, and later, in his will, upon the death of his wife, gave \$50,000 to Antioch Academy, and a similar amount to the founding of a missionary society.

Education

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Although many young men did attend college, there were many of Salem's young men who had excellent education, in spite of the fact that they had not attended advanced schools. These men were the sons of the shipmerchants and shipowners and others who had travelled extensively on the many voyages of Salem ships. These young men had visited the great commercial centers of the world, as well as many of the small cities of far away countries. They had a thorough knowledge of mathematics, in navigation, as well as in other fields. They knew the intricacies of foreign exchange. As to their knowledge of what is now called economic geography, they knew well the great ports, the products of those ports, and the peculiarities of trading with each port. Also, they were able to converse in many of the foreign languages.

One of the outstanding characteristics of the culture and education of Salem was the determination the young people showed in their effort to get ahead, to make something of themselves, whether they could attend school or not.

When the Salem seamen made their first voyages to the East, there was no written information regarding the countries, the methods of entering ports, or information usually helpful to navigators. The East India Marine Society* of Salem had for one of its purposes of organization that of compiling information useful to navigators in unknown seas. They supplied log-

*Refer to Pages 91 and 92

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books which the captains carefully kept, recording daily, the reports of the weather, time required to reach port, soundings, dangerous reefs, shore lines, and the different intricacies of entries into ports, etc. These records were considered a great achievement, for by them, the captains who followed them received great help. One of the earliest logs was that kept on the ship Recovery on its first voyage to Mocha. Another famous log is that kept by Nathaniel Bowditch on his voyage to Manila.

Thus the culture and learning of the little town of Salem extended from its own desire of beautiful homes, fine living, and good education, out to a desire for knowledge of the whole world. This knowledge was made definitely useful to all, and it continued to be a source of great inspiration for those who followed in later years.

This society was not enthusiastically received at first, but when the officers and crews of the merchant ships, upon their return, brought some news of curiosity or interest from some foreign country, the interest grew. These contributions surprised their first hearers, and they were moved; added interest and contributions made it necessary to move again. In 1828, the first Marine Hall was built on Essex Street, and it is there now.

Waggoner, Charles S. and Hagelbader, D. A. Historical Sketch of Salem-1629-1879. Salem: Essex Institute, 1879. p. 119.

¹⁸¹ibid., p. 119

¹⁸²King, Caroline Howard. When I Lived in Salem-1629-1879. Montpelier, Vermont: Stephen Day Press, 1937. pp. 20, 21

THE EAST INDIA MUSEUM

The Salem Marine Society* was founded by eighteen ship-masters in 1766, and it was incorporated in 1772. It was composed of masters and owners of vessels. The object then was to improve navigation on our coast and to relieve the poor among its members, and families who needed assistance.

The Salem East India Marine Society** was founded in 1799 by some merchants and sea-captains of Salem. The chief objects were to assist the widows and children of their deceased members, to collect such facts and observations as tended to the improvement and security of navigation, to form a museum of natural and artificial curiosities, especially such as are found beyond the Cape of Good Hope and Cape Horn. The membership*** was restricted to "persons who have actually navigated the seas beyond the Cape of Good Hope and Cape Horn."

This society was not enthusiastically received at first, but when the officers and crews of the merchant ships, upon their return, brought some rare curiosity or product from some foreign country, the interest grew. These contributions outgrew their first home, and they were moved; added interest and contributions made it necessary to move again. In 1825, the East India Marine Hall was built on Essex Street, and it is there now.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. p. 119.

**Ibid., p. 119

***King, Caroline Howard. When I Lived in Salem--1822-1866 Brattleboro, Vermont: Stephen Day Press, 1937, pp. 28, 29

The East India Museum is now united with that of the Peabody Academy of Science* founded in 1867 through the gift of George Peabody, a London banker. He donated \$140,000; \$40,000 to purchase the East India Marine Hall and \$100,000 to serve as a permanent fund, the interest of which be used for the advancement of science and useful knowledge in the county of Essex. It is now called the Peabody Museum.

(I spent some time at the Museum and had a very interesting visit. Among the things which interested me in connection with this thesis were the following: paintings of the various Salem sailing vessels, the figureheads which were upon them; paintings of the sea-captains of the various ships; logs and sea-journals of the voyages; the curiosities from China, Japan, and India. There was a case of mementos brought by Jonathan Carnes from Sumatra from his various "pepper" voyages. One exhibit which was especially interesting was that of the life-size models of India merchants as they waited for the Yankee traders.

I have visited the Museum in former years, but after having made this study, I certainly derived much more interest and information than ever before.

The collection of ship models is world famous and probably the most complete in the world.)

*Winwar, Frances. Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 145

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Zoology Academy of Science* founded in 1857 through the gift of
George Peabody, a London banker. He donated \$140,000; \$20,000
to purchase the East India Marine Hall and \$100,000 to serve as
a permanent fund, the interest of which he used for the advance-
ment of science and useful knowledge in the country of Great
Britain. It is now called the Peabody Museum.

(I spent some time at the Museum and had a very interesting
visit. Among the things which interested me in connection with
this topic were the following: paintings of the various sailing
vessels, the life-rafts which were used; paintings
of the sea-captains of the various ships; logs and sea-journals
of the voyages; the curiosities from China, Japan, and India.
There was a case of specimens brought by Jonathan Carver from
America from his various "pioneer" voyages. One exhibit which
was especially interesting was that of the life-size models of
Indian men and women as they existed for the Yankee traders.
I have visited the Museum in former years, but after having
made this study, I certainly derived much more interest and in-
formation than ever before.

The collection of ship models is well known and probably
the most complete in the world.)

*Where? London. Printed by the Society of Science.
York: Robert M. McBride and Company, 1908. p. 123

THE ESSEX INSTITUTE

The Essex Institute* is very well known throughout the scientific world. It was formed by the union of the Essex Historical and the Essex Natural History Societies in 1848. There are three departments: the Historical, Natural History, and Horticultural.

The Historical department collects and preserves whatever pertains to the geography, antiquities, civil, and ecclesiastical history of Essex County in Massachusetts.

The Natural History department pertains to the formation of those natural productions in general, and more particularly of those in the county, and has a library of standard works on the natural sciences.

The Horticultural department aids in promoting a taste for the cultivation of choice fruits and flowers, and also collecting works on horticulture and agriculture in connection with a general library.

The Library contains about 30,000 volumes, comprising several files of newspapers, public documents, local histories, logs, and sea-journals of the early voyages of Salem ships, etc. The Ward China Library** is probably the finest on China and the Chinese in the United States, especially the log books and the

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. p. 112

**Federal Writers Project, Massachusetts: Guide to its Places. Boston: Houghton and Mifflin, 1937. p. 346

THE MASSACHUSETTS HISTORICAL SOCIETY

The "Massachusetts" is very well known throughout the scientific world. It was formed by the union of the Essex Historical Society and the Essex Natural History Society in 1848. There are three departments: the Historical, Natural History, and Horticultural.

The Historical department collects and preserves whatever pertains to the geography, antiquities, civil, and ecclesiastical history of Essex County in Massachusetts.

The Natural History department pertains to the formation of those natural productions in general, and more particularly of those in the county, and has a library of standard works on the natural sciences.

The Horticultural department aids in promoting a taste for the cultivation of choice fruit and flowers, and also collects the works on horticulture and agriculture in connection with a general library.

The library contains about 20,000 volumes, comprising several lists of newspapers, public documents, local histories, logs, and re-prints of the early voyages of John Smith, etc. The "Old China Library" is probably the finest of China and the Chinese in the United States, especially the tea trade and the

*Gordon, Charles B. and Catherine. E. A. Historical Sketch of Salem--1630-1875. Salem: Essex Institute, 1876. p. 112.
Federal Writers Project, Massachusetts: Guide to the Library. Boston: Houghton and Mifflin, 1937. p. 145.

sea-journals of the early voyages of the Chinese trade.

The scientific collections have been placed in the East India Marine Hall.

The section of ethnology contains about 1400 specimens illustrating the habits, costumes, war, and domestic implements of the various races and nations.

Among the manuscripts, there are many relating to our early civil and ecclesiastical history.

In the section of fine arts, there are several hundred portraits, paintings, and engravings, many of which are of great historical interest and value.

(It was at the Essex Institute that I saw many of the original logs and sea-journals of the early voyages to China, and read the original newspapers of that time relating the experiences of Salem seamen. There is one room which is furnished with the beautiful furniture owned by Joseph Peabody* who was so important in India trade.)

*Refer to Page 36

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periences of Salem seamen. There is one room which is furnished
with the beautiful furniture owned by Joseph Peabody* who was
so important in India trade.)

THE SALEM COMMON

The Salem Common has quite a history. It was early known as the town swamp. The land on the north-west and western parts was all that was of value. The Reverend John Higginson had an estate on the north side of the swamp.

Previous to 1714, there were occasional disputes between the cottagers and the commoners as their rights to the swamp. The disputes were settled in November of that year, and it was voted that the "spot where the trainings are generally kept before Nathaniel Higginson's house, shall be forever kept as a training field for the use of Salem."

At the beginning of the eighteenth century, the Common was unenclosed, and horses, cattle, ducks, geese, hens, and stray pigs had free range upon it. There were five small ponds here and several hillocks. A schoolhouse stood near the south edge of the common, and near the schoolhouse, were the artillery gun-house and the engine house.

On the east and north of the Common were tan yards, bark-mills, rope-walks, and bake-shops.

At this time, some of the influential gentlemen undertook to instill new life into the militia of Salem which had been for some years in a disorganized state, and destitute of officers. There were six companies in town. Elias Hasket Derby was elected colonel in command of them.

The reorganization of the militia led to the levelling

of the Common and the filling up of the ponds. The required amount of money was raised by subscription and the work was completed in the spring of 1801. The whole area was enclosed with a railing of oak, and on each side of the walks, a row of poplar trees were planted.

Fifteen years later, the poplars were supplanted by elms. At this time the name of this area was Washington Square, but it was renamed Salem Common,* and it is the proper name of it today.

As along Chestnut, Broad, and Essex Streets, there were beautiful mansions built around the Common, on all four sides. Many of them still retain their original beauty, today.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. p. 249

THE SALEM CUSTOM HOUSE

The Salem Custom House, a spacious brick building, is situated at the head of what was in 1840, in the days of old King Derby, a bustling wharf. Now, however, there are few signs, if any, of the commercial life as of former days.

During each forenoon for three and one-half hours, the flag of the United States floated from the highest point of the roof, but with the thirteen stripes turned vertically, instead of horizontally, indicating that a civil, not a military post of Uncle Sam's government was there established.

The front of the building is decorated with a portico of half dozen wooden pillars, which support a balcony, beneath which a long flight of granite steps descend to the street. Over the entrance is a huge specimen of the American eagle with outspread wings, a shield before her breast, and a bunch of intermingled thunderbolts and barbed arrows in each claw. The fierce expression of this enormous eagle fills one with awe as he approaches the entrance.

Such an imposing building impresses the present-day citizen with the supremacy of Salem in the days when as the chief port of the Atlantic, three or four vessels happened to arrive at the same day--from China, India, Africa, or the islands of the Pacific; or when vessels might be departing for long voyages. At such a time, shipmasters and merchants, seamen and their friends would be passing up and down the long flight of steps to and

from the office of the Collector. In addition to the traders of the East, there would also be the captains of the schooners bringing fire-wood from the British provinces.

The Custom House* was built in 1819, in the days of Salem's great prosperity. Apparently, the builder expected the prosperity to continue and increase for he built the edifice much larger than necessary. On the second floor, left unfinished, was a large room, and because it was not needed, the space was used for storage. Bundles of official documents--in fact, barrels of them were piled one upon another--were placed in this room, and left untouched for many years.

While Nathaniel Hawthorne was the Surveyor of the Port of Salem** from 1846-1849, he became curious as to the contents of these documents--dusty and supposedly of little value. He examined them carefully and discovered that these papers contained accounts of Salem's local history, statistics of Salem's commerce, logs and sea-journals of many voyages, and many accounts of Salem's aristocratic families. He felt these papers to be of such importance to the history of Salem, that he placed them in the Essex Historical Society. It was at this time, also, that Hawthorne discovered the package containing the rag of scarlet cloth which gave him the inspiration for his famous story, The Scarlet Letter***

*Ibid., p. 204

**Ibid., p. 208

***Hawthorne, Nathaniel. The Custom House--Introduction to The Scarlet Letter. Philadelphia: Henry Altemus, 1892. pp. 9-13

from the office of the Collector. In addition to the transfer
of the land, there would also be the capture of the soldiers
bringing fire-wood from the British provinces.

The "Guzara House" was built in 1812, in the days of Salem's
great prosperity. Apparently, the British expected the pro-
perty to continue and increase for as long as the British were
in the country. On the second floor, left unfinished,
was a large room, and because it was not needed, the space was
used for storage. Bundles of official documents--in fact, per-
mits of them were piled one upon another--were placed in this
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While Nathaniel Hawthorne was the Surveyor of the Port of
Salem from 1840-1849, he became curious as to the contents of
these documents--and, accordingly, he began to look into them.
He examined them carefully and discovered that these papers contained
accounts of Salem's local history, statistics of Salem's commerce,
logs and sea-journals of many voyages, and many accounts of
Salem's religious families. He told these papers to be of
great importance to the history of Salem, for he placed them in
the Essex Historical Society. It was at this time, also, that
Hawthorne discovered the package containing the key of a certain
clock which gave him the inspiration for his famous story.

The Scarlet Letter.

1850, p. 208
1851, p. 208
Hawthorne, Nathaniel. The Scarlet Letter--Introduction
to The Scarlet Letter. Philadelphia: Henry Altemus, 1882.
p. 2-12

Custom House Collections

The following statistics will show more vividly the reason why Salem became the great port of entry for foreign trade:*

<u>Years</u>	<u>Collected</u>	<u>Entries</u>
1789-1791	\$ 108,064.48	205
1791-1800	2,949,817.19	1,508
*1801-1810	7,272,633.31	1,758
1811-1820	3,832,894.81	835
1821-1830	4,685,139.58	1,226
1831-1840	1,987,509.12	903
1841-1850	1,534,558.58	2,327
1851-1860	1,816,676.42	3,693
1861-1870	846,741.74	1,420

December 31, 1807 (just after the embargo was announced) the duties collected were \$511,000--the largest ever collected at Salem in a single quarter. These goods came in 22 ships, 3 brigs, 19 barks, and 23 schooners.

From 1841 on, the entries were largely from British provinces.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. pp. 205-208

Famous People

This era of Salem's maritime history produced many great men. Their importance is kept before the people today by the names of various streets, squares, and buildings named in their honor. These men were considered in previous chapters.

There are two more men, however, who became important at this period. Their works were of a different nature, and not only great at that time but have been of lasting importance. In fact, their works are valuable at the present time. It is of Nathaniel Bowditch and Nathaniel Hawthorne that this chapter will treat.

Nathaniel Bowditch

Nathaniel Bowditch was born in Salem, March 26, 1773. His parents were very poor, and because of this, he attended school only until he was twelve years of age. He did study at home, however, a great deal for the next eleven years. During this time he worked as an apprentice in a ship-chandler's shop. When he was twenty-one years of age, as a result of this study, he was commended by Harvard College as the greatest mathematician of the day.

Following this great honor, he shipped as a supercargo to Manila. In this capacity, he showed such extraordinary ability as a navigator, that a year later, he was given a ship of his own. He followed the sea for the next nine years, and attained the rank of master.

Personal History

This was of course a very important history produced many years ago. Their importance is light before the people today by the names of various streets, squares, and buildings named in their honor. These men were considered in previous chapters. There are two more men, however, who have been important in this period. Their works were of a different nature, and not only were at that time but have been of lasting importance. In fact, their works are valuable at the present time. It is of Nathaniel Bowditch and Nathaniel Hawthorne that this chapter will treat.

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Following this great honor, he shipped as a supercargo to India. In this capacity, he showed such extraordinary ability as a navigator, that a year later, he was given a ship of his own. He followed the sea for the next nine years, and attained the rank of master.

Salem ships had been going everywhere--sailing all the seven seas--and the navigation methods were in great need of improvement. On these long voyages, the ships were sometimes lost for weeks at a time, in the South Pacific, but the Yankee seamen seemed to prefer to use their own instinct rather than take on new scientific ideas. Nathaniel Bowditch with his extraordinary genius and industry, became very alert to this need of improvement in navigation, and made great acquisitions in knowledge, mastered several languages, and did much for the reputation of his country among men of science abroad.

While he was engaged as a supercargo, he not only kept the exact information on the weather and daily positions, but he wrote interesting accounts of his journey.*

He had access to a library--part of a prize cargo captured by a Salem privateer--and had been at work simplifying methods and correcting the tables. He found over six thousand errors in the best set of tables. He published in 1807, as a result of this study, his well-known book The New American Practical Navigator,** still a work of great utility and value, and used as a standard text. His fame as a scientist principally rests on his Commentary on the Mecanique Celeste of La Place, of which he made the first translation. He contributed many valuable papers to the Memoirs of the American Academy and an article of modern astronomy to Volume 20 of North American Review. At his death

*Trow, Charles E. The Old Shipmasters of Salem. New York and London: G. P. Putnam's Sons, 1905. p. 199

**Ibid., p. 203

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made the first translation. He contributed many valuable papers
to the Annals of the American Academy and an article of modern
astronomy to Voltaire's Encyclopédie. At his death

Thos. Charles E. The Old Shipmaster of Salem. New York
and London: G. P. Putnam's Sons, 1905. p. 107
Ibid., p. 205

in 1838, he was a member of the principal scientific societies of Europe.

Nathaniel Hawthorne

Nathaniel Hawthorne was born in Salem, July 4, 1801. As a boy, he was fond of the sea and nature: birds, sky, leaves, and the earth. As a boy of fourteen, he was very ambitious to see a whole shelf of books with his name on each one, as the author. His every thought and deed worked toward that aim.

He entered Bowdoin College at seventeen years of age. He preferred isolation--writing, studying, and even eating by himself. For years, he was an obscure man of letters, having only three works published. Twice Told Tales was his first publication.

Because he was not successful at first as an author, and he found it necessary to turn to other work to secure money by which to live, he became the Collector of the Port of Boston* in 1838, but was removed for political reasons in 1841. As a weigher in the counting-house, he received \$1200 a year. His heart and soul was in writing, however, and after two years, he returned to it.

As soon as he had the leisure, he wrote Grandfather's Chair. He later married and went to live in the "Old Manse" in Concord. Here in 1846, he wrote the Mosses from an Old Manse.

*Winwar, Frances (Grebanier). Puritan City--The Story of Salem. New York: Robert M. McBride and Company, 1938. p. 246

Hawthorne needed money again and he became the Surveyor of the Port of Salem,* his native town, from 1846-1849. He received \$1200 a year for his services.

While at the Custom House in Salem, he became very curious about the contents of the many documents stored in the unused room above his office. As he looked over the old dusty papers, he discovered a package in which there was a rag of scarlet cloth. There was some gold embroidery on this rag, in very skilled needlework, in the pattern of a capital "A." Hawthorne became much concerned about his discovery and made further examination. Later, he found a small roll of dingy paper around which it had been twisted. As he opened and read the writing on the paper, he found the complete explanation of the life of one "Hester Prynne" who lived in Salem in the early days of the seventeenth century. She was a nurse and went about the country doing good as best she could. From such information and inspiration, Hawthorne planned the story of The Scarlet Letter.** The book really acclaimed him a genius, and this is the book for which he is best known.

Hawthorne published the book The Scarlet Letter soon after he left the Salem Custom House, in 1849.

A little later, in 1852, he was given the consulate *** at Liverpool, by the President of the United States, Mr. Franklin Pierce, who had been a college friend. Such a position enabled

*Ibid., 248

**Hawthorne, Nathaniel. The Custom House--Introduction to The Scarlet Letter. Philadelphia: Henry Altemus, 1892. P. 44-46

***Ibid., p. 209

While at the Custom House in Salem, he became very nervous about the contents of the many documents stored in the unused room above his office. As he looked over the old dusty papers, he discovered a package in which there was a bag of scarlet cloth. There was some gold embroidery on this bag, in very skilled needlework, in the pattern of a capital "A." Hawthorne became much concerned about his discovery and made further examination. Later, he found a small roll of dirty paper around which it had been twisted. As he opened and read the writing on the paper, he found the complete explanation of the life of one "Hester Prynne" who lived in Salem in the early days of the seventeenth century. She was a nurse and went about the country doing good as best she could. From such information and inspiration, Hawthorne planned the story of The Scarlet Letter.⁴⁰ The book really acclaimed him a genius, and this is the book for which he is best known.

Hawthorne published the book The Scarlet Letter soon after he left the Salem Custom House, in 1850.

A little later, in 1852, he was given the command of a little ship, by the President of the United States, Mr. Franklin Pierce, who had been a college friend. Such a position enabled

⁴⁰Hawthorne, Nathaniel. The Custom House--Introduction to The Scarlet Letter. Philadelphia: Henry Altemus, 1892. 1-43-44
⁴¹Ibid., p. 208

him to travel much throughout Europe. It was while he was abroad in Italy that he wrote The Marble Faun.

He returned to Concord and enjoyed four happy years at his home "The Wayside." He died May 19, 1864, and he was buried in Sleepy Hollow Cemetery in Concord.

Many additional and interesting facts, both historical and economic, were noted in Salem's history, preceding and during the time of her supremacy in trade. All of these, however, did not relate directly to the trade with the Orient, but did, nevertheless, have a direct influence upon the life of the people and their industries.

From these many facts, the following make an interesting supplement to those already given in this History of Salem:

"The New England Plantation in 1629"

Salem Witchcraft

General Washington Visits Salem

"Salem Gibraltars"

and

"Black-jack."

The Salem Tunnel

The Ropewalk

XI

GLEANINGS

from

A HISTORY OF SALEM'S TRADE WITH THE ORIENT

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APPENDIX

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and

"Black-Jacks"

The Salem Tunnel

The Fogswain

"The New England Plantation"

The following account was taken from a letter written to England by the Reverend Francis Higginson in 1629, in which he described "The New England Plantation" of Salem, showing the resources and industries which would be of value to England, the mother country.* Following are some excerpts from that account:

"We are setting a brick-kill on worke to make bricke and tiles for the building of our houses."

"Excellent vines are here up and downe in the woods. Our Governor hath already planted a Vineyard with great hope of encrease."

"For the beasts there are some beares and they say some lyons, for they have been seen at Cape Ann. Here are several sorts of deere. Also, wolves, foxes, beaver, otters, martins, great wild cats, and a great beast, called a molke, as bigge as an ox." (molke is likely what is commonly called a "moose.")

"The abundance of sea fish are almost beyond believing. I saw a store of whales, and crampusse, and such abundance of mackerils that it would astonish you to behold, likewise cod fish in abundance of the coast. There is a fish called a basse. Of this fish, our fishers take many hundreds together. We take plentie of scate, and thornbacks, and abundance of lobsters, herring, turbit, sturgion, hadocks, mullets, eeles, crabbes, muskles, and oysters."

"All Europe is not able to afford to make so great fires as New England. Although New England has no tallow to make candles of, yet by the abundance of the fish thereof, it can afford oil for lamps. Yea, our pine trees, that are most plentiful of all wood, doth allow us plenty of candles, which are very usefull in a house."

*Felt, Joseph B. Annals of Salem, Volume I. W. & S. B. Ives, 1845.

Salem Witchcraft

No history of Salem would be complete without some mention of witchcraft, for to many that is the outstanding incident of the city.

In 1692, among the servants of Reverend Samuel Parris, formerly a merchant in the West Indies trade before he prepared for the ministry at Harvard College, was a West Indian slave, named Tituba. She used to tell stories to Elizabeth Parris, the nine-year old daughter, and her friends.

Tituba told the stories so well that when the children came to go to bed, they shuddered and screamed; they performed peculiar antics; they crouched under the beds and tables; they said they "saw things in the dark corners." Examined by the village physician, they were declared bewitched.

These children spread contagion to Sarah Goode and Sarah Osborne,* and then to two other women of excellent character. All were thrown into prison. Tituba was charged with consorting with the Devil and was sentenced to death. John, Tituba's husband, for his own safety, accused others. This demon of superstition was let loose in the midst of the people. Every child and every gossip was prepared to recognize a witch, and no one was safe. Sad, indeed, was the delusion, and shocking the extent to which the bewildered imaginations and excited

*Webber, C. H. and Nevins, W. S. Old Naumkeag: The City of Salem. Salem: A. S. Smith & Company, 1877

Salmon River

The history of Salmon River is so long and so full of interest, that it is not possible to do justice to it in a few lines. It is the outstanding incident of the life of the people.

In 1855, among the pioneers of the West, there was a man named Thomas. He had a wife and a daughter, and a son named John. He was a man of great energy and courage, and he was a man of great faith. He was a man of great faith, and he was a man of great courage.

Thomas and his family were living in a small cabin on the banks of the river. They were living in a small cabin, and they were living in a small cabin. They were living in a small cabin, and they were living in a small cabin. They were living in a small cabin, and they were living in a small cabin.

These children were named George, John, and Mary. They were named George, John, and Mary. They were named George, John, and Mary. They were named George, John, and Mary. They were named George, John, and Mary.

George, John, and Mary were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife.

George, John, and Mary were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife. They were the children of Thomas and his wife.

passions of the people hurried them on to the deeds for which they are now visited with unmeasured reproach.

For a year after, this witchcraft pestilence raged in Salem and neighboring towns. Nineteen persons were hanged on Gallows Hill in Salem, and two died in prison.

Such was the story of Salem witchcraft.

General Washington Visits Salem

In 1789, General George Washington visited Salem. He made an address in which he said:

"From your own industry and enterprise, you have everything to hope that deserving men and good citizens can expect. May your navigation and commerce, your industry in all of its applications be rewarded; your happiness here is as perfect as belongs to the lot of humanity; and may your eternal felicity be complete."*

After his visit, the name of the street called "Townhouse Lane" was changed to "Washington Street." This street has been called by that name ever since. It is one of the city's busiest streets at the present time.

"Salem Gibraltars"

"Salem Gibraltars" were a Salem confection made famous by an Englishman, Mr. Spencer, who came to Salem in 1826. His mother sold the candy by riding through Salem streets in a funny old cart. Her quaint personality and the cart were very

*Webber, C. H. and Nevins, W. S. Old Naumkeag: A Historical Sketch of the City of Salem. Salem, Massachusetts: A. A. Smith and Company, 1877. p. 51

familiar to the townspeople, especially the children. Many pictures were made of the lady in the cart.

The "Gibraltars" soon became a Salem institution, and no sea captain bound for India or the "West Coast" ever sailed out of port without at least one large tin of "gibs" for the crew while on the trip.

An interesting thing about this candy was the way the recipe came into Mr. Spencer's possession.* He received it from an Italian sailor on board the ship in which he came to America. The Italian had been disabled in an accident on board ship, and Mr. Spencer, an Oxford student who could talk Italian, tried to comfort him. Just before the sailor died, he wished to express his appreciation for Mr. Spencer's kindness to him, and gave to him his only possession of value--the recipe for making "gibraltars." The Italian said that it was given to him by an old monk in the Abruzzi in Italy at the time he left Italy for America, and he prized it highly.

After some time, Mr. Spencer gave the recipe to his mother, who tried it, and added the variety of peppermint to the lemon of the original recipe. She was very successful in selling the candy, and little did she realize her candy would become famous. Even today, the "Salem Gibraltars" have a ready sale.

When the "Gibraltars" were fresh, they were almost as hard as their Spanish namesake, losing the brittle quality in the course of time, but never melting into stickiness. The retail

*King, Caroline Howard. When I Lived in Salem. Hillsboro, Vermont: Stephen Day Press, 1937. pp. 171-175

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price was a silver four-pence half-penny for seven, and many a child would spend all his allowance in the purchase of the delicious sweet.*

"Black-jacks"

A "black-jack"*** was a generous stick of dark saccharine compound with a variety of flavors. One might think he was tasting maple syrup, butter, brown sugar, molasses; and then all of tasted as if it had been burnt. It had been burnt! The true "black-jack" flavor tasted as if sweet, bitter, rich, and slightly medicinal, but altogether pleasant.

The "Gibraltar" was the aristocrat of Salem confectionery; it gazes on chocolate and sherbert, and says:

"Before you were, I was.
After you are, I shall be."**

The "Black-jack" satisfies youth; it is sticky and sweet; the "Gibraltar" is the dainty sweet--one may eat a dozen, could one be so ill-bred, without soiling one's finger-tips.***

Salem Tunnel

In 1838, the Eastern Railroad was opened in Salem, and it extended to Boston. In 1839, the Salem Tunnel was built. Washington Street, from the present depot to the North River, rises about thirty feet, when it crosses Essex Street, the

*Silsbee, Marianne C. D. A Half Century in Salem. Boston and New York: Houghton and Mifflin, 1887. pp. 113, 114.

** and*** Putnam, Eleanor. Old Salem. Boston and New York: Houghton and Mifflin Company, 1886.

There was a silver bowl - some half-gallon for silver, and some
a little - and some of the silver in the pockets of the
belonged to me."

"Silver-Jack"

A "Silver-Jack" was a common sight of some of the
country with a variety of flavors. One might find him
carrying large eggs, butter, brown sugar, molasses, and some
all of which he had been given. It had been found
in the "Silver-Jack" flavor, which he had, and it was
a little medicinal, but altogether pleasant.

The "Silver-Jack" was the substance of silver and molasses;
it was so chocolate and molasses, and sugar;
"Silver-Jack" was, I see.
After you eat, I shall be well.

The "Silver-Jack" was a little more; it is silver and molasses;
the "Silver-Jack" is the delicate silver - one may call it silver, and
it is so called, with some molasses and sugar.

Silver-Jack

In 1812, the silver-Jack was opened in silver, and it
was found to be silver. In 1812, the silver-Jack was found
to be silver, and the present silver is the silver-Jack.
It was found to be silver, and the present silver is the silver-Jack.

"Silver-Jack" was a little more; it is silver and molasses;
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"Silver-Jack" was a little more; it is silver and molasses;
the "Silver-Jack" is the delicate silver - one may call it silver, and
it is so called, with some molasses and sugar.

main street of the city, thence running on a level about nine hundred feet, then falls again to the railroad level. Under this elevation is the Eastern Railroad Tunnel.*

At that time, it was a great accomplishment and wonder. The tunnel used to be lighted by apertures, at intervals in the center of Washington Street, but the sudden issuing of smoke so frightened the horses, that they had to be covered. Now, the tunnel is totally dark except for the light from the entrances.

The tunnel is in use at the present time, and has never been enlarged or altered in any way from its original construction.

*Osgood, Charles S. and Batchelder, H. M. Historical Sketch of Salem--1626-1879. Salem: Essex Institute, 1879. p. 256

THE ROPEWALK
by
Henry Wadsworth Longfellow

In that building, long and low,
With its windows all a-row,
Like the port-holes of a hulk,
Human spiders spin and spin,
Backward down their threads so thin
Dropping, each a hempen bulk.

At the end, an open door;
Squares of sunshine on the floor
Light the long and dusky lane;
And the whirring of a wheel,
Dull and drowsy, makes me feel
All its spokes are in my brain.

As the spinners to the end
Downward go and reascend,
Gleam the long threads in the sun;
While within this brain of mine
Cobwebs brighter and more fine
By the busy wheel are spun.

Two fair maidens in a swing,
Like the white doves upon the wing,
First before my vision pass;
Laughing, as their gentle hands
Closely clasp the twisted strands,
At their shadow on the grass.

Then a booth of mountebanks,
With its smell of tan and planks,
And a girl poised high in air
On a cord, in spangled dress,
With a faded loveliness,
And a weary look of care.

Then a homestead among farms,
And a woman with bare arms
Drawing water from a well;
As the bucket mounts apace
With it mounts her own fair face.
As at some magician's spell.

Then an old man in a tower,
 Ringing loud the noontide hour,
 While the rope coils round and round
 Like a serpent at his feet,
 And again, in swift retreat,
 Nearly lifts him from the ground.

Then within a prison-yard,
 Faces fixed, and stern, and hard,
 Laughter and indecent mirth;
 Ah! it is the gallows-tree!
 Breath of Christian charity,
 Blow, and sweep it from the earth!

Then a school-boy, with his kite
 Gleaming in a sky of light,
 And an eager, upward look;
 Steeds pursued through land and field;
 Fowlers with their snares concealed;
 And an angler by a brook.

Ships rejoicing in a breeze,
 Wrecks that float o'er unknown seas,
 Anchors dragged through faithless sand;
 Sea-fog drifting overhead,
 And, with lessening line and lead,
 Sailors feeling for the land.

All these scenes do I behold,
 These, and many left untold,
 In that building long and low;
 While the wheel goes round and round,
 With a drowsy, dreamy sound,
 And the spinners backward go.*

* Longfellow, Henry Wadsworth. The Complete Poetical Works.
 Boston and New York: Houghton Mifflin Company, 1902, p. 239

Then an old man in a tower,
Hanging from the wooden door,
While the rope coils round and round
Like a serpent at his feet,
And again, in a still retreat,
Nearly lifts him from the ground.

Then within a prison-yard,
Faces fixed, and stern, and hard,
Laughter and innocent mirth;
And in the yellow-beam
Houses of the golden city,
Blow, and sweep is from the earth!

Then a school-boy, with his kite
Gleaming in a sky of light,
And an eagle, upward-leak;
Feeds pursued through land and field;
Bowmen with their arrows concealed;
And an angel by a rock.

Ships rejoicing in a breeze,
Wrecks that float o'er unknown seas,
Anchors dragged through latitudes sand;
See-for drifting overhead,
And, with lightning fire and lead,
Bullets falling for the land.

All these scenes do I behold,
These, and many I tell untold,
In that building long and low;
While the wheel goes round and round,
With a growl, a heavy sound,
And the spinnings backward go."

CONCLUSION

For two hundred years the shipwright, the rigger, and the sailmaker, the mariner, and the skipper peopled Derby Street and the harbor front. High above the bustle, they sewed, and seamed, and tarred the canvas that was to give speed, first to the quaint sloops and ketches, then the majestic East Indiamen, and finally, the beautiful clippers.

In the warehouses, the cargoes changed with the years. The markets were extended, and barriers broken through. Sugar from the West Indies; figs, raisins, and almonds from the Mediterranean; ivory and gum-copal from Zanzibar; ginger from India; teas and silks from China; cotton from Bombay; pepper from Sumatra; sacks of coffee from Arabia; palm oil in vats from the west coast of Africa; and wine from Portugal--such were the many cargoes! The very names of all these foreign lands were enchanting; the breath of romance hung over the town with the fragrance of the Eastern spices.

Round the Cape of Good Hope the Salem vessels carried the American flag, to the Island of France, India, China, and Japan. Their masters were among the first to open negotiations with Arabia, Madagascar, Australia, Zanzibar, Calcutta and Bombay, Batavia, and Sumatra--the treasure island of the pepper trade. For decades, the name of Salem had been known from one end of the globe to the other.

CONCLUSION

For two hundred years the shipwrights, the riggers, and the sailmakers, the menders, and the skippers peopled the coast and the harbor town. They gave the harbor, they sailed, and sailed, and tarred the canvas that was to give speed, first to the great ships and keelers, then the majestic East Indiamen, and finally, the beautiful clipper.

In the retrospect, the cargo changed with the years. The markets were extended, and barter broke through. Sugar from the West Indies; rice, raisins, and almonds from the West Indies; ivory and gum-copal from Senegal; pepper from Sumatra; and silk from China; cotton from Bombay; paper from Siam; and coffee from Arabia; palm oil in vast quantities from the West Coast of Africa; and wine from Portugal--such were the many cargoes! The very names of all these foreign lands were enchanting; the breath of romance hung over the town with the fragrance of the East and Africa.

And the cargo of good hope the Salem vessels carried to America, to the Island of France, India, China, and Japan. Their masters were among the first to open negotiations with Arabia, Madagascar, Annam, Senegal, Gambia and Senegal, and Sumatra--the treasure island of the pepper trade. For centuries, the name of Salem had been known from coast to coast to the world.

As with other commercial countries and cities, of ancient, medieval, and colonial days, so it was with Salem. She had become the commercial city of the Atlantic coast, enjoyed her days of supremacy, left mansions famous for their architecture, and many a wealthy family to continue in the city.

This period of prosperity had created a wealthy merchant class that made it possible for some individual members, like Elias Hasket Derby, to leave a million and a half to his sons at his death in 1799. Salem was rated as the wealthiest town in Massachusetts, even if there were some poor sections as well as the beautiful Washington Square, Essex, Federal, and Chestnut Streets. Lords of commerce--the Derbys and Crowninshields--commanded at the quarterdeck and also on the political platform; the middle classes chose where their advantage lay; the lower classes made the best of what resulted. For all three, however, life and prosperity were bound up with the sea.

These voyages to the Far East not only became an adventurous achievement in the history of Salem, but they gave to the American commerce and trade that great impetus which enabled them to overcome the effect of the Revolution. They enabled American ships to become the world carriers in later years. They revealed new horizons to the people, hitherto, narrowly restricted by a mother country. These voyages also gave to America that great expression of pioneer spirit which later carried them westward to the Pacific by land, as well as by sea, and thus gave to the United States that new and great confidence in its destiny.

...with other commercial companies and others, of course,
medieval, and colonial days, as it was said before. The last be-
came the commercial life of the Atlantic coast, opened for
days of prosperity, but, alas, it was not to last.
and many a wealthy family to fortune in the city.
This period of prosperity had created a wealthy merchant
class that was its basis for some individual members, like
Miss Sarah Getty, to leave a million and a half to his son
at his death in 1893. Salem was noted as the wealthiest town
in Massachusetts, even if there were some poor sections as well
as the beautiful Washington Square, Essex, Federal, and Chestnut
Streets. Lords of commerce--the barons and the magnates--
were seated at the quayside and also on the political platform;
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ABSTRACT
of
A HISTORY OF SALEM'S TRADE WITH THE ORIENT

During the eighteenth century, the sun did not shine upon a more prosperous town than that of Salem. No town ever contributed so much to the commercial and social preëminence of this country or won so many honors upon the high seas as Salem. Her seamen traversed every ocean and glorified the name of Salem by their deeds of daring and generous heroism. Her merchants gathered in the fruits of all climates and wealth of every land.

Hundreds of different vessels sailed out of Salem during this period. Shipping was the popular and profitable industry of the day, and money flowed into it as it later flowed into the turnpikes, railroads, and cotton mills.

There were hundreds of famous captains and merchants connected with Salem. It is true, however, that it was the skill of these men trading in the many ports in small ventures that brought success to the whole undertaking.

Salem was definitely the fish and lumber port of the country. All vessels entering any other New England port had to come to Salem to get cargoes of fish and lumber which formed the staple return cargoes.

Preceding the Revolution, the wharves owned by the Derbys and the Crowninshields showed great activity. Hogsheads of molasses, casks of indigo, barrels of sugar, and casks of rum were taken from the ships to the warehouses. Lumber, barrel staves,

barrel hoops, firkins, buckets, and all sorts of wooden wares, barrels of salt pork, piles of dry codfish, and boxes of Yankee notions were ready to make up the cargoes going to the many ports. These little ventures of Salem townsfolk were entrusted to the faithful captains who sold them to the best advantage of the owners, and brought something salable back in exchange.

After the Revolution, Salem shipowners found themselves with many large ships and the British ports closed to American trade, causing ships, seamen, and merchants to remain idle. New markets had to be found and new trade routes developed for Salem's life depended upon them for its livelihood.

With this challenge, the captains, with a vision for life, adventure, and wealth, ventured into the unknown seas. They believed that they had the best ships in the world; that they could sail faster and closer to the wind than any other ships built; that if any ship could sail to the Far East, they could. With that faith, they went, trading in all or a part of their cargo wherever they found a market. In a few years, the Yankee seamen had discovered new markets; and they not only traded with China, but with Bombay, Calcutta, Batavia, Sumatra, Mauritius, and other ports; and thus, Salem entered upon her career of maritime glory.

In 1785, Elias Hasket Derby sent the Grand Turk on its first voyage to China, and thereby opened a successful trade with the Orient. Many ships followed in rapid succession.

The China-bound vessels did not often sail direct for

China. They went around the Horn, making calls at ports along the northwestern Pacific coast, obtaining valuable furs; then to the Hawaiian Islands for fresh supplies and sandalwood. They also secured sea-cucumbers--beche de mer, a delicacy used in Chinese soup--from the Fiji Islands. These furs, sandalwood, and sea-cucumbers were commodities much in demand by the Chinese, and they served as media of exchange for tea, silks, nankeens, chinaware, and many luxuries. In returning home, the ships came by way of Cape of Good Hope, and sometimes called at the European ports. At all stops, the Yankee traders made profitable bargains, sometimes turning over their cargo many times. Large profits were made, and great wealth was accumulated.

The first American ship to import a cargo of tea, and the first to show the "stars and stripes" on the coast of Sumatra was from Salem. Captain Jonathan Carnes began the pepper trade with Sumatra and made Salem the pepper mart of the world. Much trade with Madagascar and Zanzibar provided Salem with the gum-copal monopoly for thirty years. This trade, as well as that with the west coast of Africa, began with Salem. Cleopatra's Barge, a Salem ship termed a "floating palace" because of the great 'beauty, luxury, and magnificence' excited wonder in every European port. All ships on voyage to the East stopped at Mauritius--a clearing house for Eastern products, especially coffee and sugar. The Philippines provided hemp for rope-making.

Oriental luxury and richness flowed into Yankee Salem. From Canton, the Dutch East Indies, Philippines, and Mauritius,

came rich and assorted cargoes of tea, chinaware, nankeens, silks, embroidered shawls, coffee, and spices. With these voyages, came also glamorous tales of a new way of life in an ancient and fabulous country.

The result of this rapid commercial development was a cultural expansion of the life of the city, and the growth of a romantic background peculiarly its own. The people began to take great pride in their homes, and as a result, produced many beautiful houses, the majority in wood. The Derby mansion was of brick. The shipcarpenters added their fine carved paneling, newel posts, and beautiful doorways--all masterpieces of the shipcarvers' art. Many of these homes, perfect examples of Salem's architecture, can be seen today on Chestnut Street, said to be the most beautiful street in New England.

During this period of prosperity, the Americans had been so successful in the tea trade that they had exceeded the British East India Company. The British did not like this, so began to interfere with American shipping. They established a blockade at Canton, and threatened to seize the American ships. The Embargo of 1807 caught many vessels in China and India. All shipping stopped; in fact, everything stopped--commerce, industry, and shipping. The Embargo was repealed later, and business was resumed, but foreign trade was difficult. By 1812, conditions were such that all foreign trading was stopped. Elias Hasket Derby abandoned his trading in China. War was declared and shipping continued only by privateering. By the close of the

came rich and landed cargo of tea, oilseeds, minerals, etc.,
exported to the world, and others. With these voyages,
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economic background peculiarly its own. The people began to
take great pride in their homes, and as a result, produced many
beautiful houses, the majority in wood. The Navy station was
at anchor. The shipyard added their fine carved railing,
naval yards, and beautiful domes--all testimonies of the
shipyard's art. Many of these houses, further examples of the
fine architecture, can be seen today on Queen's Street, said
to be the most beautiful street in New Zealand.

During this period of prosperity, the Auckland had a
it suggested in the early days that the had exceeded the limits
from India, China, and Japan. The British did not find it, so began to
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and shipping. The blockade was repeated later, and Chinese
was resumed, but foreign trade was difficult. By 1840, conditions
were such that all foreign trading was stopped. The coast
bordered by the trading in China. War was declared and
shipping continued only by privateering. By the close of the

war, so many vessels were lost that Salem never regained the distinguished position as a leader in foreign trade again. Her maritime prosperity came to an end.

Following the war, there were new agreements made whereby foreign shipping was resumed. Joseph Peabody, successor to Elias Hasket Derby, did very little trading with China, but he turned his attention to India, Mauritius, and the pepper trade with Sumatra.

New ships were built, larger and faster, especially for the pepper and tea trade. England was building iron steamships, and these were replacing the wooden sailing vessels. The Yankee traders, so confident in their clipper ships, would not believe that their ships would ever be replaced, so continued building the clippers. The resulting over-production became a great loss. The iron steamship became the ship of the day.

Many changes within the country also caused Salem to lose her prestige. New lands were being developed, and the young men were turning their attention to the West, rather than to the sea. Railroads were being built; the railroad to Boston from Salem had already transferred much of her trade to Boston. The Erie Canal had helped New York to become another competitor in foreign and inland trade. Salem Harbor was not deep enough for the new larger vessels, and it had no physical advantages of enlarging it. Salem's hinterland could not supply sufficient produce to compete with the great ports which succeeded her in trade supremacy as the nation grew. Only Boston with its splendid harbor

and main lines of communication would survive. Many Salem merchants moved to Boston.

As Salem's position in the world of commerce slowly faded out, it was replaced by industry. In 1848, the Naumkeag Steam Cotton Mills were established and after the Civil War, Salem became a definitely industrial city.

Nothing of Salem's past has been lost. Every phase of her history has its document, or its actual example in many buildings. The Essex Institute, public buildings, libraries, and the Peabody Museum--all have great collections. It is to the Peabody Museum that scholars from our own and foreign lands go to see "the riches of the Indies" and the ship models wrought by the old mariners.

Unlike any other American city, Salem has survived the centuries, unchanged, perfect, and whole. Time has built a protective wall about her and preserved the culture that is Salem's contribution to the world.

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